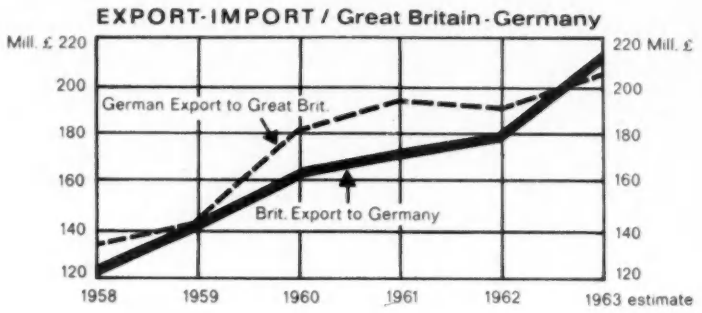
Board of Trade Journal

Volume 186, No. 3495 Published by Her Majesty's Stationery Office 13 March 1964

1s. 6d. net

BRITISH EXPORTS



to West Germany have risen even faster than Germany's total imports in the last few years. Indeed in the first ten months of 1963 West German imports from Great Britain increased by 8,3 p. c. to a 179 million pounds compared with the same period in 1962. To accelerate this trend a British-German Trade Week will be held in Düsseldorf from May 23rd to May 31st, 1964.

„Handelsblatt", West Germany's largest financial and economic daily, has decided to mark this occasion by a special supplement designed to inform the public of the German Federal Republic and throughout the European Economic Community of the variety of goods which Great Britain has to offer.

„Handelsblatt" has a circulation of 35,000 and a guaranteed readership of over 100,000 – the most influential industrialists and businessmen in West Germany and throughout Europe. We therefore invite you to use this special United Kingdom Supplement of HANDELSBLATT to ensure the most effective publicity during the British-German Trade Week. For full details please contact our representative: Messrs. A. Milhado & Co. Ltd., 140, Cromwell Road, London SW7., Tel. FREmantle 0145/6/7

Handelsblatt

Germany's Journal of Finance, Commerce and Industry

Duesseldorf · West Germany

Board of Trade Journal

VOLUME 186, NO. 3495, PAGES 545-612
13 MARCH 1964
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING INLAND POSTAGE, £4 12*s.* 6*d.*

New-style British Week for Dusseldorf 547
Extension of the holiday season 566
Timber – one-tenth of Britain's dry-cargo imports . 566
Mr. du Cann to visit the South-west 566
White Paper on monopolies 566
Britain's aims at UN conference 567
Reed Paper Group Unit for the Hartlepools 568
Two new diesel engine factories for North-east . . . 568
New ICI plant for North-east 568
Progress of US firm's factory in Ulster 568
Prince Albert of Liege to head Belgian mission to U.K. . 568
London Chamber of Commerce trade mission to Poland . 568
Trade Mission to Texas 569
Imports of cotton textiles from South Korea 569
Applications for temporary exemption from import duty . 570
Marking of imported umbrellas and imported umbrella parts . 570
Application for an increase of import duty on some fatty alcohols 570
Questions asked and answered in Parliament 571
Turnover of the catering trades in January 573
United Kingdom overseas trade – Unit value and volume index numbers for January 574
Census of distribution, 1961 577
Business Monitor: Production Series 577
Gold reserves in February 577
Registrations of British and foreign films 577
Rubber stockpile disposals 577
Wholesale price indices – Prices of materials increased further in February 578
Simpler export documents . . . . . i-iv
Government surplus sales by auction 581

Exhibitions and Fairs

Overseas products at the Ideal Home exhibition . . . 582
British Pavilion at Ghana International Trade Fair . . 582
Changes in trade fairs and exhibitions announcements . . 582
The French Market (Concluded) – Trade prospects in the French market 585

Trade and Financial Arrangements

Hungary and Cuba. India and Poland. France and Finland. India and Afghanistan 588
Latin American Free Trade Association. Gabon accedes to Industrial Property Convention. Hints to businessmen visiting Bolivia and Gambia. New address of British Embassy in Berne.
Market information on Nepal 589
Information for exporters 590
Recent export orders 594

Tariff, Customs and Import Regulations in overseas countries

Australia: Details of tariff changes 608
Australia: Revision of customs by-laws. 609
Australia: Decisions on tariff classifications 609
Bahamas: Customs duty on ivory soap and lava soap . . 606
Canada: 'Made in Canada' ruling 606
Chile: Amendments to import list 606
Chile: Amendment to customs tariff 606
Costa Rica: Customs surcharge on some sacks 606
European Economic Community: Translations of EEC and Euratom regulations 610
France: Global quotas – hot-house and glass-house plants . 609
France: Dormant bulbs, tubers, tuberous roots, corms, crowns and rhizomes 609
Ghana: Notice to importers No. 245 597
Ghana: Car imports 597
Guatemala: Amendments to Customs Code 605
Hong Kong: Customs tariff amended 607
India: Indian Budget 1964/1965 607
Iraq: Preparation of certificates of origin 607
Irish Republic: Import quotas 610
Israel: Import of television sets 595
Italy: Liberalization of store cattle 610
Italy: Import quota for cotton seed 610
Italy: Import quotas for tetra-ethyl lead and compounds . . 610
Italy: Import quotas for cork 610
Jamaica: Customs tariff changes 606
Lebanon: Import of canned foodstuffs 595
Lebanon: Import and export restrictions 595
Lebanon: Double taxation 595
Niger, Republic of: Fiscal import duty on matches. . . . 595
Nigeria: Customs tariff amendments 595
Peru: Increase in customs duty 607
Philippines: Tariff changes 607
Sierra Leone: Exchange control 595
South Africa, Republic of: Customs tariff changes . . . 596
South Africa, Republic of: Imposition of ordinary dumping duty 596
South Africa, Republic of: Rebate of duty for manufacturing purposes 597
Southern Rhodesia: Customs tariff changes 598
Spain: Opening of global quotas 610
Uruguay: Imports in Free Port Zones 606
Index to Statistics 612

Front cover photograph

A view of Dusseldorf, old and new, seen across the Rhine at night. The city is now busy preparing for the forthcoming 'British Week' which takes place from May 23 to 31 next.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1*s.* 6*d.* (annual subscription £4 12*s.* 6*d.* including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; 39 King Street, Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

© Crown Copyright 1964

Extracts may be published if the source is duly acknowledged, except that permission of the authors must be obtained to reproduce signed articles.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654). Address for telegrams and cables 'Boneblack, London.'

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

The Government accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0*s.* 0*d.* per page (or part) for 250 copies. (Larger quantities 3*s.* 0*d.* per page for each additional 125 copies.)

Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office Atlantic House, Holborn Viaduct, London E.C.1. Cheques should be made payable to H.M. Paymaster-General.

Industriekurier

independ newspaper for politics, economics and technology

opens to you the markets on the European Continent. Its international importance is due mainly to its uncompromising representation of the employer's point of view.

INDUSTRIEKURIER has stature in the field of economics, 90% of its readers are entrepreneurs and aspiring young executives.

INDUSTRIEKURIER appears in Düsseldorf—the green metropolis on the Rhine river—where from May 23rd to 31st the

"British Week"

will take place. Düsseldorf is on door to the European market, INDUSTRIEKURIER opens it to you.

Industriekurier

Düsseldorf–Pressehaus

New-style British Week for Dusseldorf

By R. G. THORNTON, Chairman, Consumer Goods Committee, Export Council for Europe; Vice Chairman, Barclays Bank Ltd.

The 'British Week' motif

A LITTLE OVER two months from now the curtain will be going up in Dusseldorf upon the first of the series of new-style British Weeks organized jointly by the Board of Trade and the Export Council for Europe to expand the sale of British consumer goods to the Continental public.

As such it has an important bearing on the rising scale of British exports to Western Europe generally, for consumer products account at present for a quarter of our total shipments to that area, in which middle-class purchasing power is steadily increasing with a consequent demand for goods with a foreign 'cachet'.

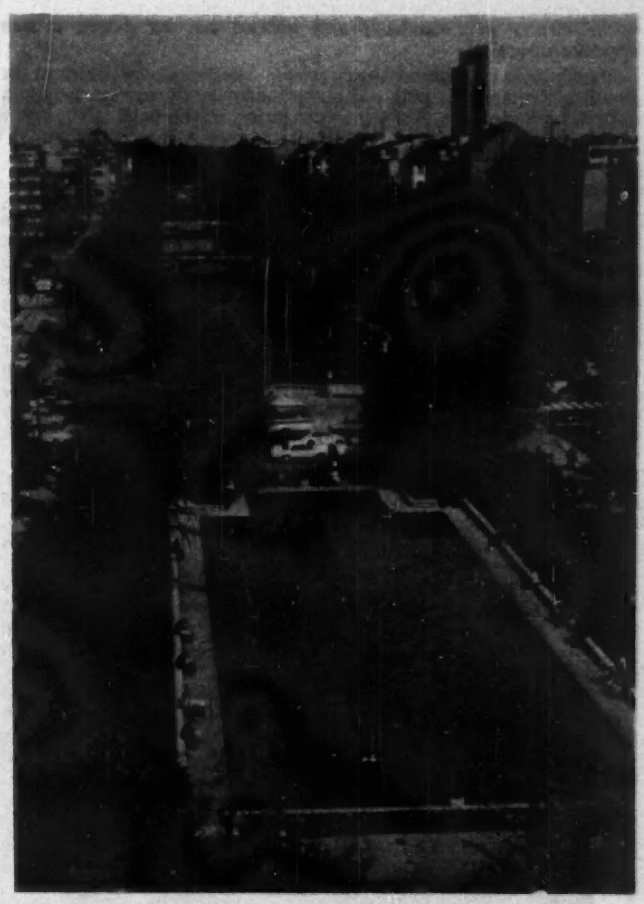
Much, therefore, depends upon the success of this first practical venture which opens on May 23. The second, for which arrangements are already going extremely well, will be in Denmark, including Copenhagen and three other cities in September this year.

For Dusseldorf the pace of the campaign, launched with a first announcement in April last year, is accelerating sharply. Interest is now mounting, not only in Dusseldorf but also in its highly industrialized surrounding area where most of the leading shops and stores, as well as other retail outlets, are busily preparing to receive stocks of British goods for sale across the counter. A comprehensive programme of supporting events, in which the Germans themselves are taking a most active part, is almost complete.The North Rhine Westphalian consumer market, in fact, is tuning up to 'go British' for a week. Both sides agree that nothing but good, in the long as well as the short term, can stem from this Anglo-German mingling of commercial and cultural interests.

600 manufacturers are interested

Here in Britain some of the 600 or so manufacturers who have expressed an interest and who may therefore be expected to take advantage of this sales opportunity will be going into the German market for the first time. For others the Week will afford a practical way of developing their existing sales programme, a chance to get closer to the actual consumer and to re-assess their methods of promotion and export sales.

Over the past ten months response to the Dusseldorf plan has been in general encouraging. Of course there have been problems. Among them has been that of convincing manufacturers that the British Weeks now planned are different in any essential particular from some Weeks held in the past. Even now there is probably still need to emphasize and to explain briefly wherein this difference lies. Basically it is a question of planning. At many Weeks in the past



The best-known of Dusseldorf streets—Königsallee. The 26-storey Thyssen building (belonging to Phoenix-Rheinrohr AG) top right.

the work of the organizers has been concentrated on colour and background, on the creation of a British 'climate' by means of imported London buses, British policemen in uniform, display of Union Jacks, ballet and dramatic performances, music both of classical and 'pop' origin. The provision of stocks of goods, necessary market research, contact with agents and store managers in good time, has been left to British manufacturers and their local agents.

In this Dusseldorf Week, which, it is hoped, will set the pattern for others, the main aim of the organizers has been to help exporters increase their chances of competing with other countries in a selected Continental market. To ensure this in practical terms elaborate arrangements were made at the outset and are still being implemented

As one example, a personal approach is now being made to every company in this country known to be interested in the Dusseldorf Week for the purpose of ensuring their full support and to ascertain whether they need any further assistance. A parallel exercise in the Dusseldorf region has been undertaken by the British Week Office there to each store or shop with which contact had been made. It is the belief of the organizers that this type of approach has never been attempted on such a scale before and that it will prove its value 'on the day'.

Basically the problem of ensuring a commercial success for a Week is that of bringing the suppliers in this country in touch with the retailers in the other, well in advance of the Week itself. The two parallel exercises mentioned above are a means to this end. Inquiries for British goods arising from calls on the German shops and stores are channelled through the Export Services Branch of the Board of Trade or to agents of British companies in Germany. Similarly, inquiries from British exporters needing to

'A plan to simplify export documents' is published on pages i to iv.

find contacts in Dusseldorf and district can be passed in the opposite direction.

Haphazard consignment of goods, at the eleventh hour, in insufficient quantities and without preliminary agreement on types and styles and prices, has led to confusion in the past.

Purpose of the Week is sales

Another and rather unexpected difficulty has arisen from the confusion that seems still to persist between a Week (or Fortnight as the case may be), whose purpose is direct sale from shops to the public, and an Exhibition, which is essentially a display of products housed in one centre for the interest of the trade. Display as such is of course important in both cases, but whereas no one expects to walk into the Exhibition hall and come out with a power station or a mechanical hoe, anyone shopping during the British Week in Dusseldorf should be able to take what he or she likes home as an actual purchase wrapped in a parcel. Surprisingly, a number of the manufacturers approached have seemed to suppose that the main purpose of a Week is display. It is not. It is sales.

At the outset, these and other fundamental points were made clear in a leaflet produced by the Export Council for Europe and widely circulated to manufacturers of consumer goods. The leaflet, of which over 20,000 copies were sent out, also invited recipients to apply for a comprehensive handbook containing up-to-the-minute information on everything likely to be of use to a company selling in Dusseldorf. This handbook was designed on a looseleaf principle so that later instalments of factual information could be sent out as available in order to keep recipient firms in touch with developments on a regular basis. Within its 100 or so pages the first issues of this handbook supplied names, addresses, telephone numbers, figures and statistics where relevant, practical hints on means of travel and hotels, banks and Chambers of Commerce, and other background on the market in a form easy to read and assimilate.

A similar handbook has been prepared for the Danish Week, with modifications where necessary in the light of experience. Applications have been reaching the Export Council in encouraging numbers.

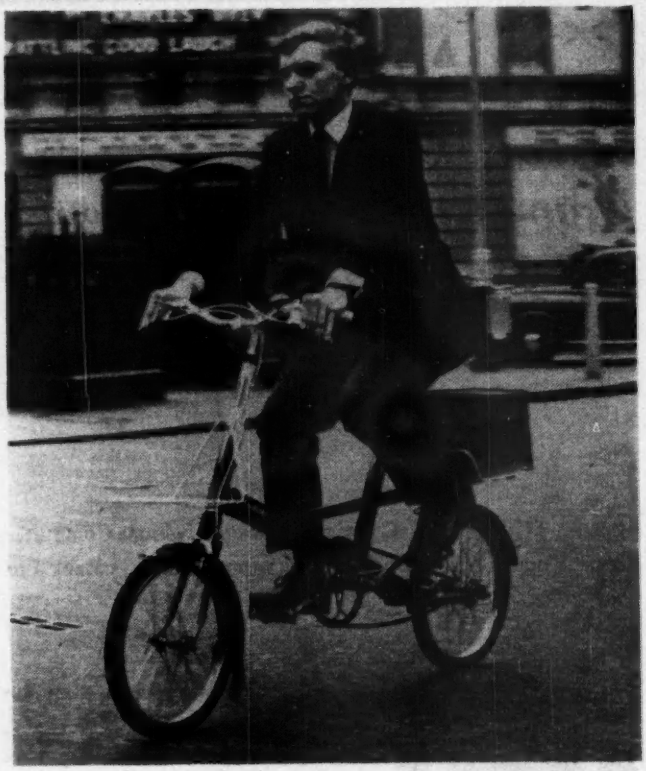
Samples display

To bring the two sides together in what might almost be termed a 'dress rehearsal' a Samples Display was organized in Dusseldorf in November at which some 140 British firms interested in the West German market were able to show their goods to the German store representatives over a period of three days. From this exercise a good deal of mixed information emerged. Some exhibitors of samples achieved useful sales on the spot, others consolidated existing contacts they had made in the Dusseldorf market, while yet others (chiefly firms which had not had previous experience of Germany) learned for the first time from their visit either that it would pay them to take an active part in the Week or that they could do so with success only by modifying their designs or prices.

In general it was felt that the idea of a preliminary samples show was a good one and served a useful purpose, and a similar display is being staged in Copenhagen from February 8-10 inclusive in preparation for the Danish Week. As part of the overall campaign selections from the success stories of firms which had made actual sales at the Dusseldorf Samples Show were extracted and published with their co-operation in trade journals in this country.

As a matter of immediate interest it is worth mentioning here that no promotion such as the Week described above can hope to succeed unless individual manufacturers pay full attention to the time factor. For each of the Weeks a minimum of twelve months is thought to be necessary between announcement of the place and date and the actual Week. During this interval prospective participants can institute preliminary market research, confer with their agents or appoint agents if they have none, visit the market in person and put new or developing designs into production.

It is still not too late to consider participation at Dusseldorf, but for some it may be that better results may be obtained by studying the needs of the German retail market as brought into focus by the Week with a view to follow-up sales action.



The revolutionary Moulton bicycle will be among the exhibits which will be displayed by the COID in the Europa Halle.

A coffee pot, sugar box and cream jug in Black Basalt made by John Wedgwood & Sons Ltd., Barlaston, and designed by Robert Minkin. The pottery, which was first produced late last year, will be shown in the COID's display in the Europa Halle, Dusseldorf.

GREAT BRITAIN COMES TO VISIT US!

Jan-Wellem-Platz and the Motor Highway. In the background is the 26-storey Thyssen House, the Administrative Headquarters of the firm Phoenix-Rheinrohr AG. (Architect: Dr. Hentrich/Petschnigg, 1960

British Week 1964 from May 23rd to May 31st is under the auspices of Her Majesty Queen Elizabeth II and the Federal President Dr. Heinrich Lübke. The British Week 1964 is organised by the British Export Council for Europe, the Board of Trade, the Foreign Office in London and the British Council in co-operation with the Mayor of Düsseldorf, the City Administration, the Chamber of Commerce and Industry and the Wholesale and Retail Trade Association of the City of Düsseldorf.

BRITISH WEEK

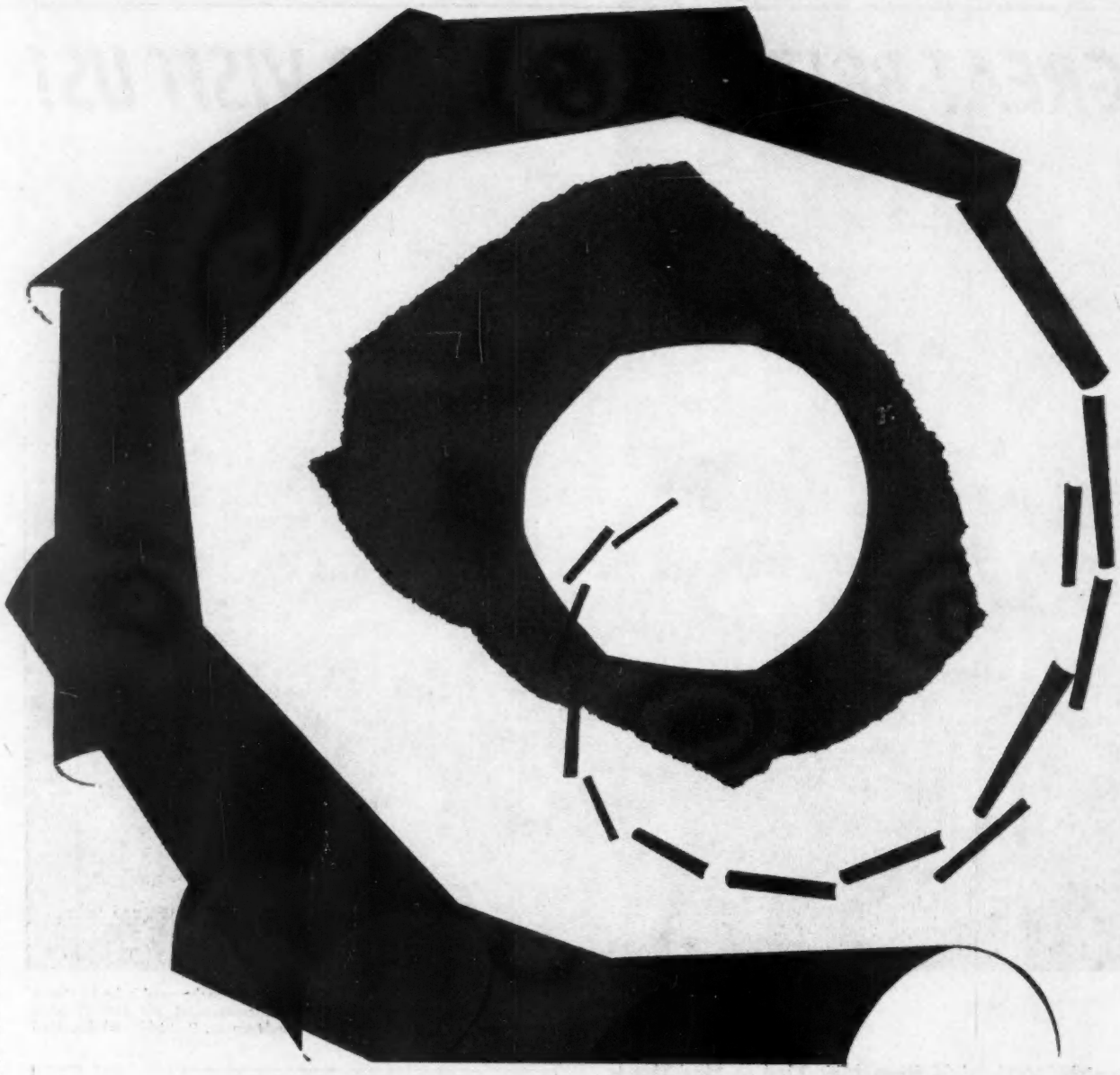
DÜSSELDORF 1964

FROM MAY 23 TO MAY 31, 1964

Please Contact:—

THE DÜSSELDORF PUBLICITY AND TOURIST OFFICE,
4 Düsseldorf-Nord, Ehrenhof 3. Tel. 8981

THE ORGANISATIONS BUREAU "BRITISH WEEK 1964",
4 Düsseldorf-Nord, Emmericher Str. 28. Tel. 481071



FROM THE MANNESMANN MILLS TO THE MOON

Mannesmann makes more than enough pipe in a single year (over 217,000 miles of it) to reach the moon with plenty to spare. This is indicative of the service and range of pipe you can always expect from Mannesmann. Heavy wall pipe, light wall pipe, pipe welded and seamless. Pipe for conducting oil, water, gas, and electricity. Pipe basic to the needs of modern, progressive man. Mannesmann can help you, in fact, with pipe in all its phases. In construction of pipelines, through desert and jungles. In the planning and building of new pipe rolling mills and welding plants. In the creation of off-shore tanker bunkering installations, to save the expense of harbors. In the supply of drinking water to countless cities and villages. However "distant" your pipe project may seem, a talk with Mannesmann can bring it closer. For Mannesmann information in the U.S.A. contact American Mannex Corporation, 680 Fifth Avenue, New York, N.Y. MANNESMANN AG, DUESSELDORF, WESTERN GERMANY.

MANNESMANN builds for the future

A view of the 'Week' from Dusseldorf

By A. A. E. FRANKLIN, British Consul-General at Dusseldorf.

ALMOST A YEAR ago Sir William McFadzean, Chairman of the Export Council for Europe, came to Dusseldorf, and at a press conference announced the decision taken that the first of a new series of British Weeks would be held here over the period May 23 to 31, 1964. The responsibility for the organization of the Week was to rest with the Board of Trade and the Export Council for Europe. In just over two months' time Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, will be out here to open this Week.

During the whole of the last year, under the direction of Sir Frank Roberts, the British Ambassador, the staff of the British Week Office and Consulate-General, have been actively concerned with the spade work for the Week. As Consul-General I very much welcome this opportunity of letting the readers of the *Board of Trade Journal* know something of what we have been doing. I hope this will help to give you some picture of the Week as we see it from here.

Perhaps, in order to set the scene, so to speak, I ought first to say a few words about North Rhine Westphalia, and in particular about the Rhine-Ruhr area where we want the Week to have its maximum impact. First, North Rhine Westphalia is the most highly industrialized *Land* in the Federal Republic. It has a population of well over 16 million – roughly one-third of the total population of the Federal Republic. This means a population about three times greater than that of Switzerland and not all that much smaller than that of the three Benelux countries, or just under one-third of the population of Great Britain. Much of this dense population is concentrated in a cluster of important cities – Duisburg, Cologne, Dortmund, Essen, Neuss, Krefeld, Wuppertal, to mention a few in addition to Dusseldorf. Its three basic industries are coal, iron and steel as well as textiles. The names of its leading engineering firms are household words – Mannesmann, Thyssen, Krupps, Demag, Kloeckner, to name only a few. Here lies the industrial foundation of the wealth of the Ruhr. Occasional rumours of a decline in the prosperity and production capacity of the Ruhr should not be taken seriously. It is, and will remain, an area of high purchasing power. Within one hour's car drive from Dusseldorf – admittedly on the autobahn – there is a purchasing public of over seven million. Moreover, Dusseldorf is the administrative capital of North Rhine Westphalia as well as one of its main commercial and shopping centres.

Schadowstrasse with two large stores (Karstadt and Koch).

Dusseldorf itself has a population of nearly 700,000. It is an elegant city. During almost six years as Consul-General here, I have come to know it well. Many of the head offices of the Ruhr industrial concerns are to be found there. More than 50 per cent destroyed during the war, it has been completely rebuilt and is assuming more and more the character of a major European city. In its more romantic moods it likes to be known as 'Klein-Paris'. Nevertheless, it is essentially a business centre. It is also a banking centre. It has, in addition, an important Stock Exchange. Dusseldorf is, too, a city with an increasing reputation for its specialized trade fairs at which there is strong international representation. British participation in these fairs has been on the increase. To quote some of these they include:

DRUPA	a paper fair.
INTERPACK	packaging exhibition and confection machinery.
IVM	Ladies' outerwear.
KUNSTSTOFFMESSE	Plastics fair.
INTERKAMA	Instrumentation and automation.
GIFA	Foundry trade fair.
GDS	Shoe fair.

Here, then, very briefly is the area which was selected as the setting for our consumer goods Week in May. Many of you who read these lines will already know from first-hand experience how vast a potential market this is. As you will have read in a separate article by Mr. R. G. Thornton, Chairman of the Consumer Goods Committee of the Export Council for Europe, on another page of this *Board of Trade Journal*, the prime object of our Week is to expand the sales of British consumer goods out here. We want, of course, to do this not only during the Week, but on a continuing and long-term basis. Germany is our largest single market in Europe, but there is still ample room for trade expansion. This in spite of the fact that the market is highly competitive. In fact, it is precisely because of this that we want to show during the Dusseldorf Week that British consumer goods can compete successfully in quality and price. In our plans for doing this our primary object is to get British products into stores and shops. Many of the medium-size independent stores have sent buyers to the United Kingdom and already placed orders. The large department stores, Kaufhof, Karstadt, Merkur and Defaka have also sent buying teams over to Britain. We know

Königsallee—'Klein-Paris'.

A Kintyre model in cashmere or super geelong lambswool made by McCallum & Craigie Ltd., will be among the wide range of Scottish knitwear on display in Dusseldorf during 'British Week'.

that one of them has placed orders for more than £100,000, and this was largely done with the British Week in mind. Another group of smaller department stores mainly in the textile field have between them purchased nearly £250,000 worth of British goods. Moreover, we know already as the result of requests we have had for the supply of display and decoration material to what a large extent the shops in the main centres, Königs Allee, Berliner Allee, Schadow Strasse, and also in the 'Old City' will be 'going British' for our May Week. Some are buying British for the first time, others we hope will be expanding their sales in British lines they already carry.

The programme and framework in which this consumer drive has been set is a major and handsome one. We can say this with all due modesty. Naturally we want this Week also to be a major Anglo-German occasion. We hope and expect that wider contacts will be made in the trade, technical, cultural and social fields. It is only in this way that we can be sure of lasting benefits both for the German and British side after the curtain has come down on the British Week itself. Throughout our preparations we have consistently kept in mind the need for Anglo-German team-work in preparing the ground. We did this because we were convinced that to make a success of the Week in both its commercial and goodwill aspects this was an essential ingredient. Before talking about the programme, I should therefore like to say something about this Anglo-German team-work. Without it we certainly would have found things much more difficult, and our preparations would not have reached their present advanced stage. The city authorities, both in Dusseldorf and Duisburg, have throughout given us their full backing. The same holds good for the Dusseldorf Chamber of Commerce as well as the German Wholesale and Retail Associations. In this process, incidentally, they have all taken part in group visits to the United Kingdom over the last year. This has provided them with an excellent opportunity both of making new contacts and doing business. Very shortly the Mayors of Dusseldorf and Duisburg, both of whom have been hosts to numerous British commercial and other delegations, will themselves be visiting the United Kingdom. They, and a small group with them, will be seeing the preparations made for the British Week at the United Kingdom end and their three-day itinerary, April 1 to 3, is likely to take them to London, Leeds and Scotland.

On the programme for the Week the space at my disposal permits me only to mention a few of the highlights. As a prelude, on the evening of May 22 there will be a Floodlit Tattoo at the Dusseldorf Rhine Stadium by British Military Bands. Field-Marshal Lord Alexander, President of the Anglo-German Association, will almost certainly be present for this event. The Royal Ballet will be giving performances in Dusseldorf on May 23 and 24, and a performance in Duisburg on May 25. Later in the Week the London Symphony Orchestra will be giving two concerts, and, as is only appropriate in Shakespeare Year, the Bristol Old Vic is to present 'Henry V'. These performances, as well as the staging of Book, Art and other exhibitions in the cultural field, are being organized by the British Council with the active co-operation of the City authorities concerned. There are also to be a number of sporting events. We hope to welcome football teams from Birmingham and Portsmouth for matches in Dusseldorf and Duisburg respectively. In addition there will be a dancing competition, and we hope for the younger set something in the way of 'Pop' concerts.

As I have said, the primary commercial aim is to show, and, of course, to sell, British consumer goods to the German public in German shops. In this connection and because we know how important the direct and personal contact is when it comes to getting store and shop owners to play the fullest possible part in decorating their premises for the Week, and, what is, of course, much more important, in buying British consumer goods for display and sale, we have had three or our market officers on a so-called 'foot-slogging' campaign. They will make individual calls on about 1,000 shops. The results so far have been very encouraging. To illustrate this I might mention that of the shops so far approached at least 80 per cent have promised their active support. What is more, almost 20 per cent have expressed interest in new lines in British goods. We hope this operation will stimulate interest and sales, but it can only be really effective where it is followed up by visits from representatives and local agents of British firms.

ROBERT HOUGH
PROPRIETORS LIMEHOUSE PAPERBOARD MILLS LTD.
WASTE PAPERS • ALL TEXTILE WASTES • RAGS
ROPES • JUTE • FLAX • HEMP • SISAL • MANILA
ALL TYPES OF COTTON WASTE
VICTORIA HOUSE, NARROW STREET, LONDON, E.14. Phone: EAST 5432/5.
Telex No. 21372. Cables: PAPERSTOCK, LDN, E.14.
TEMPLE MILL, MARLOW, BUCKS. Phone: MARLOW 4488.
Manufacturers & Processors - Importers & Exporters
ROBERT HOUGH RH SINCE 1860

BEA IS THE BIGGEST, BUSIEST & BEST-EQUIPPED AIR-FREIGHT CARRIER WITHIN EUROPE...

BIGGEST?

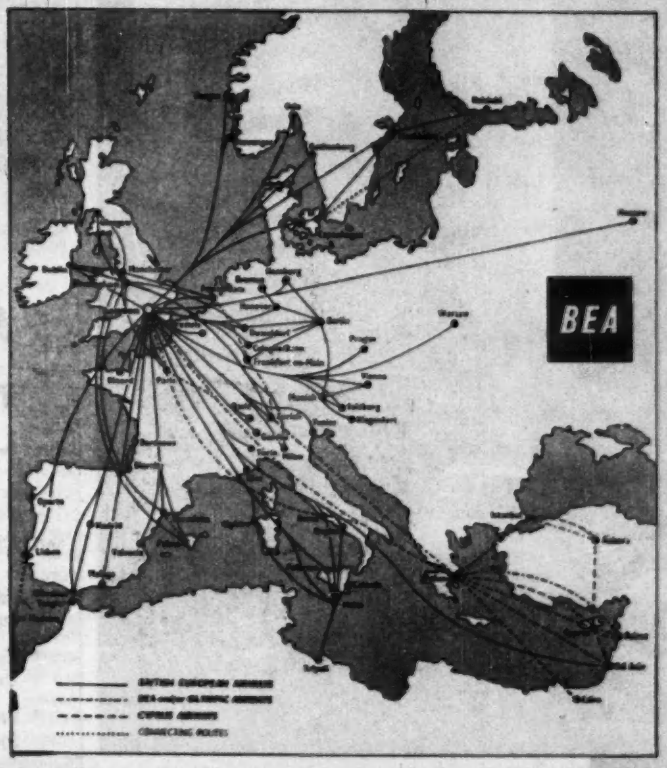
BEA's Cargo Terminal at London Airport is the biggest International Terminal in the world. It is the cargo gateway to the whole of the BEA network, which covers over 70 destinations in the United Kingdom and Continental Europe.

BUSIEST?

Every 4 minutes, right round the clock, 7 days and nights a week, BEA has one ton of cargo capacity in or out of London.

BEST-EQUIPPED?

The backbone of BEA's air-freight capacity is its fleet of Argosy all-cargo aircraft. These specially designed air-freighters, with their huge doors fore and aft, carry heavy and bulky palletised loads on regular scheduled services.



Your local BEA office, or your usual shipping agents, will give you full details of destinations, scheduled services and freight rates.

BEA Air Freight

SINCE 1870

The new COMMERZBANK-skyscraper

In Düsseldorf is more than an impressive architectural achievement. The view from its roof stretches far over the city, the river, and the country side. However, extending beyond the view, which is limited by the horizon, are our business connections and associations. Rooted deeply in the home economy, schooled in the intricacies of the common market, we serve our clients throughout the world. The bridge which connects the massive old **COMMERZBANK** building, with the tremendous modern structure is symbolic of the happy synthesis of tradition and progress for which our bank is known. Throughout the world, the industrial complex between Rhine and Ruhr represents the finest expression of diligence, energy, and quality. We are proud that one of our three head offices is situated in the centre of this significant area of industrial development and that we have a major role in maintaining its posture of economic and financial strength.

COMMERZBANK
AKTIENGESELLSCHAFT

Head Offices in Düsseldorf · Frankfurt a.M. · Hamburg
Branches all over the Federal Republic of Germany including West Berlin

Foreign representations in Beirut, Buenos Aires, Cairo, Johannesburg, Madrid, Rio de Janeiro, Tokyo, Windhoek.

At the British Exhibition in Düsseldorf

you will soon find out that German interest in British products is growing.

And you could help your prospective German customers to know more about British Industry, your company and your products by producing all your sales and publicity literature in German.

We would undertake this task and save you time and unnecessary expense. As specialists for Germany, we would also make sure that it would appeal to the 'Teutonic Temperament'.

Anglo/German

Translation Service Limited

WHAT WE OFFER:

- Engineers, businessmen, commentators, writers, journalists from Germany as translators.
- Typing pool with electric machines, specially equipped for this language and operated by native staff.
- Printing facilities for all off-set work, 48-Hour Service for forms, bulletins, etc.
- All other printing handled at extremely low cost and with utmost speed and efficiency by contractors on the continent.
- Correspondence Service by return, ready for signature on your letterhead.
- Interpreters at 12-Hour notice sent everywhere.
- All advice on language problems, especially on multi-lingual literature.
- Associated Companies specialising in Spanish, French and Italian.

To: Anglo-German Translation Service Ltd.,
5 Woodville Gardens, London, W.5.
PER 2897

We are interested in your 'German Publications Service'

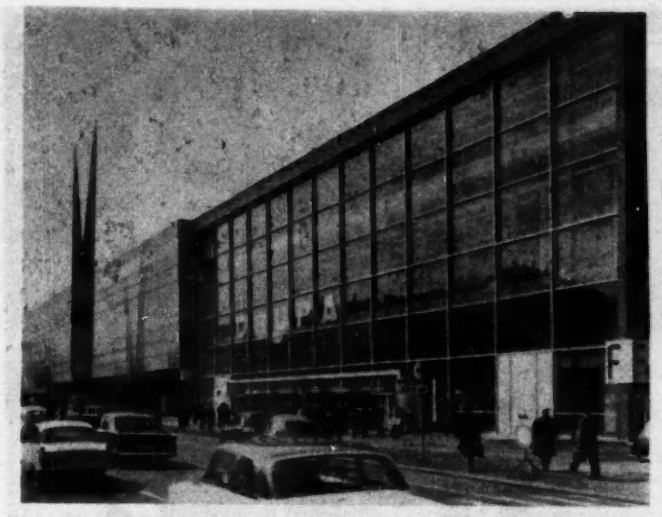
Name and Position.....

Company .....

Address.....

Telephone .....

BOT2



Exhibition and Trade Fair buildings (capacity for 4,000 people).

Many of those who have come over have found their visits well worth while and done good business. I personally would very much welcome even more traffic from the United Kingdom. The potential buyers are here, the customers are here, but – and this is especially true of retailers other than the big stores – British goods can only effectively be got on to the shelves by showing the samples across the counter. At the same time I should add that we have been successful in getting a number of German buying missions over to the United Kingdom in order to see what British firms have to offer. Those who went included a mixed delegation from the Dusseldorf Chamber of Commerce and Industry, a purchasing mission from the Central Food Buying Organizations, a combined group of senior executives from the textile and fashion trade, as well as teams from the main department stores, many with branches throughout the Federal Republic.

Apart from our efforts to get British goods into the shops, there will be, as a sort of centre-piece, a prestige show of some of the best things Britain can produce in the Europa Halle of the Dusseldorf Fair and Exhibition Company. Here, for example, the Council of Industrial Design will be showing some 400 selected items. They include those for which design awards will be presented in London by HRH the Duke of Edinburgh on May 8. There will be a prefabricated 'Colt' house, completely furnished and equipped by some 92 firms under the auspices of 'Ideal Home'. This should be a feature of very special interest to the German public. The Federation of British Carpet Manufacturers, the British National Wool Textile Export Corporation, and a group from the Audio-visual Manufacturers' Association will all be putting on displays; and under arrangements made by the Society of Motor Manufacturers and Traders more than 60 of the latest models of cars, commercial vehicles and caravans will be on show. For added interest there will also be a number of veteran cars. These are only some of the items.

In addition, during the Week, there will be fashion shows organized by the British Nylon Spinners, an air display at Dusseldorf Airport, and demonstrations of the Vickers-Armstrong's Hovercraft on the Rhine.

In conclusion I would like to say that in this article I have attempted to give no more than a general outline of what we have been trying to do at the Dusseldorf end to prepare the ground for the British Week. Equally important is the vast amount of preparatory work done in the United Kingdom by the Export Council for Europe and the Board of Trade. Again it has essentially been a team effort, and I know all of us will heartily welcome those of you who will be over here in Dusseldorf for the Week itself. (The Week's slogan is 'Britain visits Dusseldorf'.) I hope many of you can and will come, and that your visit will prove both profitable and enjoyable.

Recent business with Germany

Krupp orders business Jet

A twin-jet HS. 125 business aircraft has been ordered by Fried. Krupp, the major West German engineering and shipbuilding group for delivery in August. An option has also been placed on a second aircraft. Built by the de Havilland Division of Hawker Siddeley Aviation, manufacturers of the Trident and Comet Jet airliners, the eight-miles-a-minute HS. 125 will be used by Krupp's directors and senior executives for high-speed travel between the Group's factories in West Germany and markets in Europe, the Middle East and North Africa.

Titanium for Germany

Wilhelm Rump K. G., sole concessionaires in Western Germany for Bramah have ordered £20,000 worth of fabricated titanium from J. R. Bramah & Co. Ltd., Devonshire Street, Sheffield, 3, Yorks. Among these is an order for Ford-Werke for 426 p.c.s. titanium anode baskets, believed to be the largest order for fabricated titanium placed by the German metal finishing industry. Most of the orders were for the electroplating industry and were won in the face of German and international competition.

German order for diesels

An advance order for agricultural diesel engines worth more than £750,000 has been placed with F. Perkins Ltd., of Peterborough, by Gebr Claas Maschinenfabrik, the West German combine harvester manufacturers. Described as a supplementary production order for the 1964 season, it follows the announcement made earlier that Claas have installed more than 50,000 Perkins diesels since taking delivery of their first unit in 1953. The engines include a large number of four cylinder, direct-injection 4·270 units for installation in Claas Matador Standard, Europa, Mercury and SF models. Other engines covered by the order include 5.8 litre Perkins 6.354 units for the giant Matador combine and 1.6 litre 4.99 engines for use in the Claas Columbus machine.

THE PATENT OFFICE LIBRARY

'All kinds of scientific works are kept there, and it is one of the most complete scientific libraries in England.' (*Cassel's Saturday Journal*, 1888.)

The Patent Office Library was already famous in 1888. *Then, as now, members of the public were freely admitted without formality to the shelves. Today they are able to consult* 200,000 *volumes of scientific and technical periodicals* (8,500 *different titles are currently taken*), 100,000 *books, and* 10,000,000 *patent specifications from all over the world. More than* 100,000 *visitors came last year—proof that the facilities offered by this remarkable public reference library are being increasingly recognized by industrial research workers, information officers, and others. Opening hours*: 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

BRAND NEW BALL & ROLLER BEARINGS
OVER 5,000,000 IN STOCK IN MORE THAN 5,000 TYPES

THE WORLD'S LARGEST SELECTION OF
BRITISH, AMERICAN & CONTINENTAL BEARINGS IN ALL TYPES & SIZES
Immediate Delivery from Stock • Keenest Prices
EXPORTERS TO ALL PARTS OF THE WORLD

CLAUDE RYE BEARINGS
895-921 FULHAM ROAD, LONDON, S.W.6
RENOWN 6174 (EXT. 24)
Cables: RYBEARINGS, LONDON. TELEX 23453

Report of the Scottish Council Trade Mission to Western Germany

THE SCOTTISH COUNCIL Trade Mission which visited Western Germany from November 17-23, 1963, was national in character in that the 16 delegates were drawn from the north, south, east and west of Scotland and collectively represented a good cross-section of Scottish industry. Among the products represented were agricultural machinery, electronic equipment, air compressors, electrochemical metal-forming machines, ultrasonic flaw detecting equipment, machine tools, paint, industrial rubber products, refrigerators, spin dryers and washing machines, whisky, foodstuffs, carpets, jute textiles, knitwear, blankets and woollen piece-goods including Harris Tweed.

It was a high ranking mission in the sense that it was composed of delegates who were either managing directors or sales directors of the companies concerned. There were two principal reasons for imposing this condition of membership. The first was so that appointments could be arranged at director level with representatives of German firms. The second was to ensure that 'on the spot' decisions could be taken with regard to whatever marketing problems arose.

The programme for the visit followed the pattern of previous Scottish Council missions. The evening of the day of arrival in Germany and the morning of the following day were devoted to briefing meetings for the whole group. Thereafter delegates dispersed to carry out individual itineraries which had been prepared for them in advance. In many cases they did not meet again until the end of the week when the group reassembled in Dusseldorf to attend a reception at which they were the hosts.

During the week the group as a whole had approximately three hundred and fifty appointments excluding informal meetings with business contacts. These appointments involved a considerable amount of travelling. In addition to all the principal cities such as Berlin, Hamburg, Stuttgart, Munich, Hanover, Frankfurt, Cologne, and Bonn, visits were made by one or more delegates to many other towns in Germany.

Dusseldorf was selected by mutual consent as the base of operations because of its position as the focal point of a wealthy, highly concentrated industrialized area, having a total population of some sixteen millions. As well as being one of the wealthiest cities in Western Germany, it has excellent road, rail and air communications and is, therefore, a logical starting point for visits to other centres.

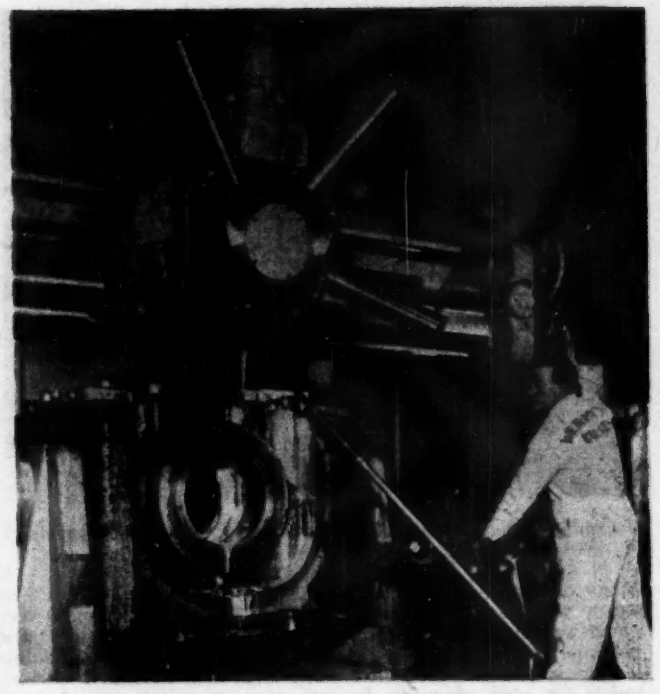
Another important consideration was that basing the mission in Dusseldorf made for continuity of promotional effort and also lent weight to the impact of the preparatory arrangements for the 'British Week' to be held there in May 1964. It was also believed that delegates would be able to turn to account the interest in British products which the event had already aroused in Dusseldorf and district.

Objectives

The mission was strictly a selling operation and the first and most important of its several objectives was to enable those taking part to either expand their existing volume of trade, or, in the case of those not already represented, to secure a foothold in the market.

Another was to convey to as many German businessmen and officials as was possible in the time, a realistic appreciation of the manufacturing and exporting capabilities of Scotland and at the same time to publicize the Scottish Industries Exhibition 1964.

Finally it was intended by means of the resultant publicity to focus the attention of Scottish industry as a whole on the tremendous potential of Germany as an export market.



Valve manufacture at the Glasgow factory of Weir-Pacific Valves Ltd., a firm which exports a wide range of valves to many countries, including Western Germany.

The German Market

Earlier this year Germany, which is now the world's third largest trading nation, replaced Australia as the United Kingdom's second largest single overseas market. It was, therefore, by virtue of its importance and of its potential, an obvious choice for a sales drive of this kind.

Between 1957 and 1962, the annual value of United Kingdom exports to Western Germany increased from £104 million to approximately £200 million. Since 1950, German exports have increased six times, consequently she has ample supplies of foreign currency and, therefore, no exchange problems.

Although the German economy is showing signs of beginning to suffer from what was described by some observers as the 'English' disease – in other words earnings of industrial workers are rising faster than productivity so that costs tend to increase – there are no grounds for believing that this will make the country any less attractive as an export market to British manufacturers. On the contrary, these factors taken together with the acute labour shortage which exists in Germany despite the influx of some 600,000 foreign workers, could well represent a competitive advantage to British exporters.

Trade Fairs

Time and again during the visit emphasis was laid by German businessmen on the importance attached to trade fairs by exhibitors and particularly by buyers from Germany and also other European countries. The latter regard the more important fairs, such as those

(*Continued on page* 559)

SCOT-MEC
SCOT-MEC WORKS • AYR • SCOTLAND
HAMMERMÜHLEN UND FUTTERMISCHER
FÜR DEN DEUTSCHEN LANDWIRT

BKS FLY PASSENGERS AND FREIGHT FROM **LONDON** TO **BILBAO NEWCASTLE** AND **LEEDS/BRADFORD**

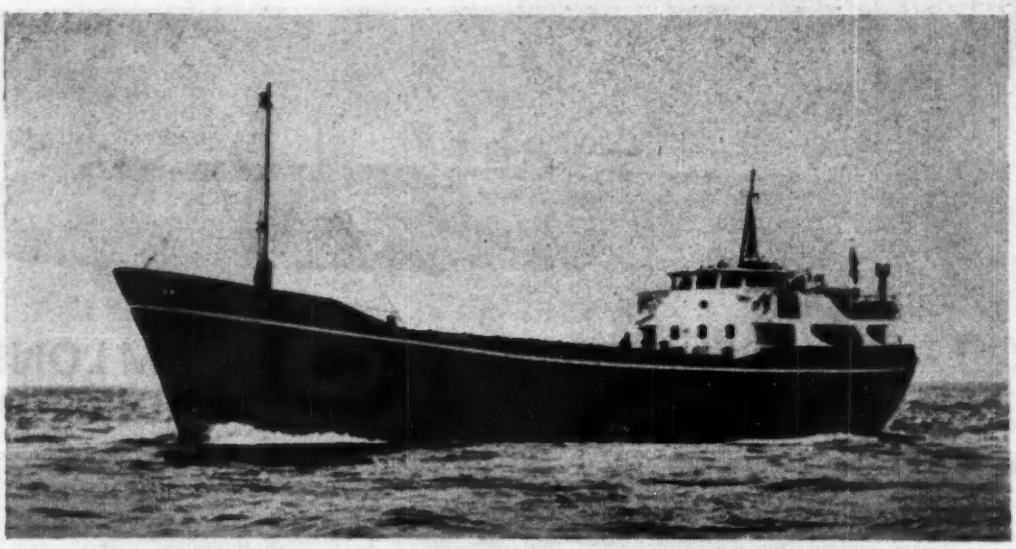
AND FROM **NEWCASTLE** TO **BASLE BELFAST BERGEN DUBLIN JERSEY LONDON OSTEND PARIS**

AND FROM **LEEDS/BRADFORD** TO **AMSTERDAM BASLE BELFAST DUBLIN DUSSELDORF GUERNSEY JERSEY LONDON OSTEND**

BKS services throughout Britain and to Europe speed businessmen to appointments and cargo to its destination in the swiftest possible time. Check with your travel or freight agent or call BKS at: LONDON SKYport 1456, Newcastle 869081, LEEDS 31074.

BKS

AIR TRANSPORT LIMITED



The General Steam Navigation Company's motor vessel "ORIOLE", launched 1963 (G.R.T. 430 tons) at present employed in the direct London/Rhine service. A regular caller at the Port of DUSSELDORF.

In conjunction with A. Kirsten of Hamburg, the Company operate a large fleet of vessels FROM and TO Rhine Ports.

There are two sailings each week in both directions between London and Dusseldorf by direct vessels.

Refrigerated space is available

Ship **G·S·N** *for the Continent*

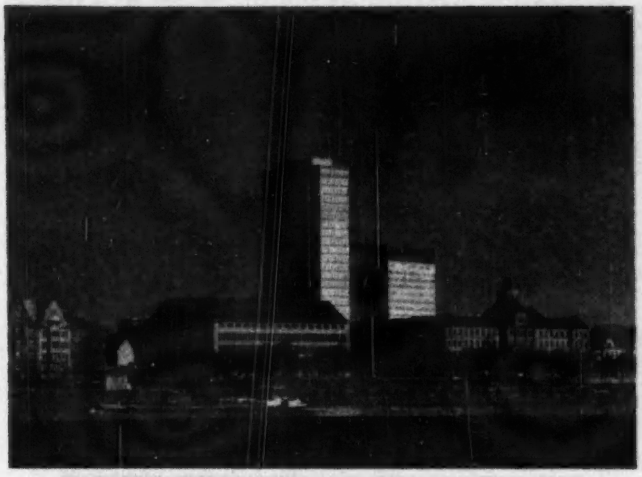
GERMANY · HOLLAND · BELGIUM
FRANCE · PORTUGAL · ITALY

From LONDON · BRISTOL CHANNEL
SOUTHAMPTON · FELIXSTOWE · IPSWICH

CONTAINERS. Can we help you solve some of your transport problems with our door to door service?

GENERAL STEAM NAVIGATION CO. LTD., THREE QUAYS, TOWER HILL, LONDON, E.C.3 tel. MINcing Lane 3000.
TURNER EDWARDS & CO. LTD., 39/40 QUEEN SQUARE, BRISTOL tel. 294151
GENERAL STEAM NAVIGATION CO. LTD., 15/17 CANUTE ROAD, SOUTHAMPTON tel. 26185.
GENERAL STEAM NAVIGATION CO. LTD., FELIXSTOWE DOCK, SUFFOLK tel. 1848.
GENERAL CARGO BROKERS (MERCIA) LTD., 5 LLOYDS AVENUE, IPSWICH, SUFFOLK tel. 56634.

G S N 1824 C



24-storey Mannesmann Building Reconstruction Ministry and Municipal Buildings seen from the Rhine.

held in Hanover, Cologne, and Frankfurt, not as a conventional display of exhibits but rather as a place and an occasion at which to do their actual buying. For these reasons it was strongly recommended that it would be to the advantage of British firms to exhibit at these fairs whenever they could.

Communications

Other marketing procedures recommended to the serious consideration of British exporters hoping to obtain satisfactory results in Germany included speed of communication. It was stressed that the teleprinter system is used extensively in Germany. Buyers are no less exacting than their opposite numbers in other highly industrialized countries. They invariably expect realistic delivery dates to be quoted and kept, to receive confirmation of an order by return of post, and within Germany itself, to have an inquiry answered either the same day or by the next day at the latest.

Language

A surprisingly large number of senior officials and businessmen in Germany speak English fluently and many more of them understand it reasonably well. Nevertheless, great importance is attached to representatives of British firms being able to speak German or another common language. The explanation of this apparent anomaly is that fluency in English is not known to the same extent at less senior levels in German business circles.

Sales Literature

All German businessmen, Her Majesty's Government officials, and also the British representatives of United Kingdom firms operating in Germany who were consulted, confirmed the desirability of having sales literature printed in the German language and even more important, of having the translation or the final checking done in Germany itself. The difficulties which can arise when this procedure is not followed were illustrated by an account of the experience of a large internationally known United Kingdom firm.

Opportunities

In the consumer goods field those in a position to dictate or influence the buying policy of stores or groups of stores who were consulted made it clear that they were constantly on the lookout for new or different products. In a number of cases they also intimated that they were interested in alternative sources of supply of products such as, for instance, reasonably priced domestic-sized cold boxes or units for the storage in the home of deep-frozen foodstuffs. Such units can be produced and are indeed already available in Germany but because they are regarded as being too expensive the full potential of the demand cannot be realized.

Officials of Trading Associations confirmed that they would be interested to hear from, or on behalf of, Scottish exporters and that they would welcome an opportunity of suggesting suitable contacts amongst their member firms and, in appropriate cases, of effecting introductions.

Timing of the Visit

In contrast to the atmosphere which was said to have prevailed until about three years ago when Britain was regarded as something of a poor relation, Germany is now quite clearly anxious to strengthen the existing trading ties between herself and the United Kingdom.

If you trade with the

Federal Republic of Germany

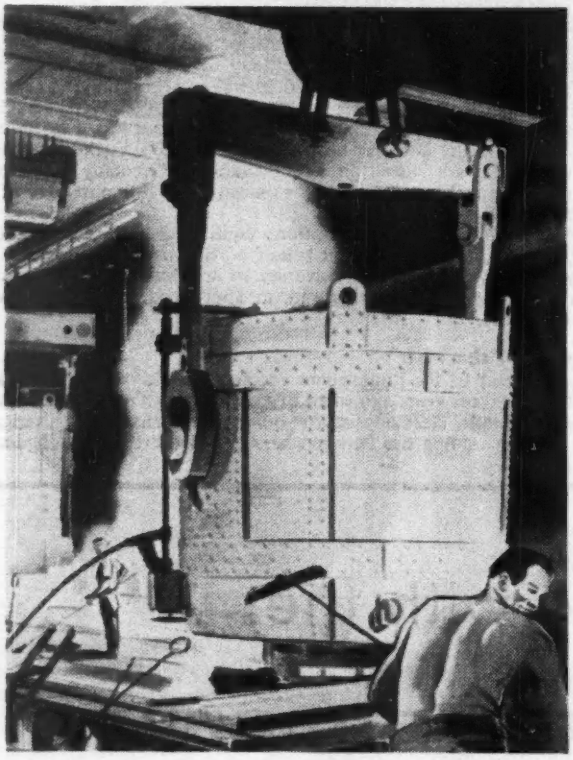
consult

THE CHARTERED BANK

(Incorporated by Royal Charter 1853)

Head Office: 38 Bishopsgate, London, E.C.2
Branch in Germany at: Dornbusch 2, Hamburg 1 Tel: 322786

DEVELOPMENTS IN THE EAST



With the improving living standards in the East comes the prospect of trade expansion and of increasing opportunities for profitable marketing. The world-wide facilities of three great banking organizations, merged into a single comprehensive service, are at your disposal with up-to-date information and expert advice on all aspects of finance and trade in these areas.

THE HONGKONG AND SHANGHAI BANKING CORPORATION
HEAD OFFICE: Hong Kong
LONDON OFFICE: 9 Gracechurch Street, EC3

MERCANTILE BANK LIMITED
HEAD OFFICE: 15 Gracechurch Street, London EC3
WEST END BRANCH: 123 Pall Mall, London SW1

THE BRITISH BANK OF THE MIDDLE EAST
HEAD OFFICE: 7 King William Street, London EC4

DÜSSELDORF INTERNATIONAL TRADE FAIRS

CLEAN AIR
Congress and Exhibition
April 5 - 9, 1965

International Fair
SHOP FITTING AND DISPLAY
May 19 - 23, 1965

INTERKAMA
3rd International Congress and Exhibition
for Instrumentation and Automation
October 13 - 19, 1965

INTERPACK
4th International Packaging Exhibition and
Display of Confectionery Machinery
May 1966

DRUPA
5th International Fair Printing and Paper
May 1967

KUNSTSTOFFE
5th International Fair of the Plastics Industry

GIFA
3rd International Foundry Trade Fair
date to be announced later

GDS
German Footwear Sample Display
with international participation
twice yearly

IVM
International Fashion and Sales Weeks
for Ladies' Outerwear
four times a year

Nordwestdeutsche Ausstellungs-
und Messe-Gesellschaft mbH
— NOWEA —
4 Düsseldorf 10, Messegelände
Phone: 44041 · Telex: 08584853 nowea dssd

Because of this and also because the economic barometer in Germany is 'set fair' the timing of the mission was considered to be exactly right. This view was supported by the experience of delegates, each of whom reported in very favourable terms about the warmth, which in some cases bordered on the enthusiastic, of the welcome accorded to them.

Goodwill

The experience of delegates engaged in the production of industrial goods as well as of those making consumer products, all pointed to the existence of strong pro-British sentiment in Germany and of a desire to expand mutual trade. The former were particularly impressed by the readiness of the Germans whom they met to show them over their factory premises and to exchange technical information. The interest shown by the many Germans who initiated discussions about joint-venture arrangements and on plant investment in Scotland would seem to indicate that the prospects for development in both these fields are also better than ever before.

But the goodwill and the interest that was shown in Scotland and things Scottish should not be taken to mean that the German business man is likely to be influenced by sentiment. That trading instincts are as highly developed in the business community in Germany as they are elsewhere is confirmed by the volume and range of German imports of manufactured goods from all countries.

A clear impression was obtained that provided the product is offered at a price likely to yield a profit or result in a saving in cost, buyers can be expected to be willing to talk business and to be more interested in matters such as design, performance, delivery and servicing rather than in the country of origin of the goods.

The representative of a British company which has been operating successfully in Germany for some years emphasized the need for persistence, especially in the early stages, on the part of those tackling the market for the first time and also the importance of making initial contact at the highest level.

Nor is price always the major consideration, if the rate at which exports to Germany from a comparatively high production-cost country such as the United States have increased recently, can be recorded as an example.

The British Week

The visit by the mission confirmed the excellent opportunities which

Barrie Knitwear Ltd., Hawick, will be showing Dusseldorf shoppers this fine example of men's knitwear together with other specimens of their quality products.

Rivers that have no names

Nobody sings ballads about them, no poet praises them. They are invisible and nameless — but vitally important: Rivers of trade connecting countries and continents. They are both the basis and the result of any modern economy, an essential contribution to the betterment of people the world over.
Parallel to rivers of trade flow rivers of money. To "conduct" this flow — that is the task of those banks which maintain a dense network of world-wide connections as part of the special attention they pay to foreign business.
The DEUTSCHE BANK belongs to them — regularly helping countless domestic and foreign undertakings in many countries of all continents in the execution of their foreign trade.
World-wide connections, a wealth of experience, qualified staff — these three factors are your guarantee that the DEUTSCHE BANK will always give you the service you need.

DEUTSCHE BANK
AKTIENGESELLSCHAFT
DÜSSELDORF • FRANKFURT (MAIN) • HAMBURG

More than 500 branches in the Federal Republic of Germany • Capital and Reserves 600 million DM

We are represented
in Berlin by
BERLINER DISCONTO BANK
AKTIENGESELLSCHAFT
in the Saarland by
SAARLÄNDISCHE KREDITBANK
AKTIENGESELLSCHAFT
in Kiel by
BANKHAUS WILH. AHLMANN

Representative Offices abroad:
ARGENTINA: Buenos Aires
BRAZIL: Sao Paulo and Rio de Janeiro
CHILE: Santiago
COLUMBIA: Bogota
MEXICO: Mexico City
VENEZUELA: Caracas
NEAR AND MIDDLE EAST: Cairo(U.A.R.)
TURKEY: Istanbul-Beyoglu
JAPAN: Tokyo

These cut glass tumblers which are hand made of clear full lead crystal by Webb Corbett Ltd., Stourbridge, Worcs., and designed by David Queensbury will also be shown in the COID's display in the Europa Halle.

the 'British Week', to take place in Dusseldorf in May, holds for Scottish consumer goods manufacturers either to become established in the German market or to expand the share of it which they have at present. Trade organizations and also retail outlets, of which there are over five hundred in Dusseldorf alone, are more Britain conscious that ever before and very interested in learning about Scottish goods for resale as well as about sources of supply of display materials.

Organizers of the event both in the United Kingdom and in Dusseldorf are doing everything within their power to make the impact of the 'Week' of a lasting nature and manufacturers can, therefore, count on all the help and support they might require. The prospects for Scottish consumer goods manufacturers are further enhanced by the recent decision of a large German retail group to concentrate on stocking and displaying Scottish products in several of their large departmental stores during the event.

Publicity

Members of the mission were left in no doubt about the tremendous job that needs to be done to put into proper perspective the whisky and tartan image of Scotland held by far too many otherwise well-informed members of the official and of the business elements of the German community.

It is, therefore, satisfactory to be able to report that the publicity accorded to the mission and to Scotland was excellent and that it made a strong and a wide impact. The effectiveness of the programme was reflected in the amount of space devoted to the visit in the daily and technical press; in the general level of interest aroused by the mission as a whole and in the warmth of the reception accorded to individual delegates during business interviews. This latter aspect of the visit was commented upon frequently by many members of the group.

Copies of new letters and of a specially prepared brochure as well as other items of interest about the mission were circulated widely to appropriate trade organizations, officials, and the Press, both technical and otherwise, in advance of the visit by the British Information Services in Bonn. The latter also arranged a very well attended press conference early in the week. In addition press representatives attended the reception given by members of the mission on the last evening of the visit. The result was that over a period of weeks a remarkable amount of publicity within Germany was devoted to Scotland.

Despite all that was achieved in this way, however, a sustained effort would appear to be necessary if the results of the publicity accorded to the mission and to the British Week promotion are to have a lasting effect.

(*Continued on page* 565)

NOW! SHIP NEW TWA CARGOJET EXPRESS TO AND WITHIN THE USA

Direct all-cargo jets to New York, Chicago, Los Angeles!

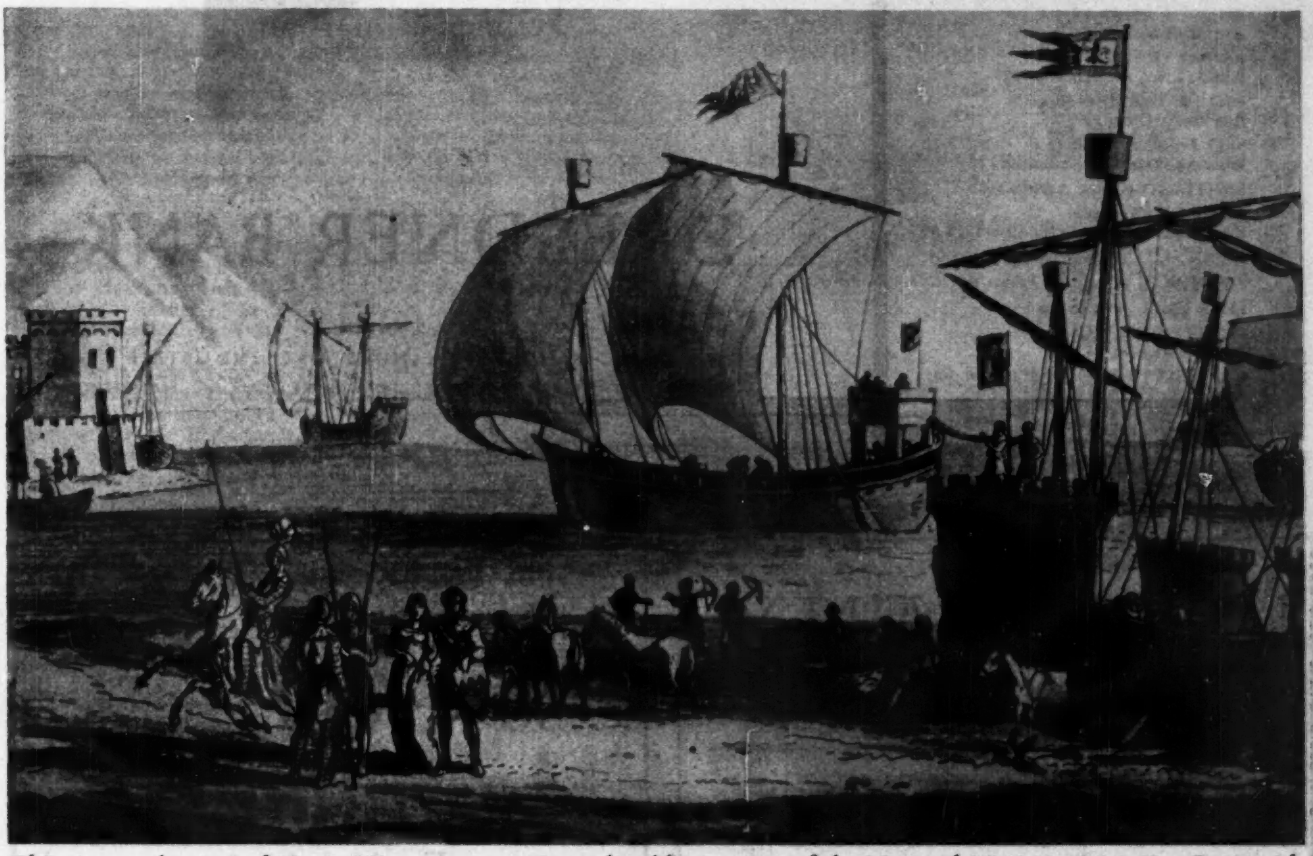
Think of it—next-morning delivery in the United States! And TWA offers it with new all-cargo jets direct from London! Your consignment arrives faster than ever before on big new TWA CargoJet* Express freighters. New mechanical loading gets them airborne faster. Famed Dynafan* power drives them along at 600 miles an hour and with a payload up to 45 tons. Their immense cargo decks give you the greatest booked space available yet on TWA! Next time, jet your shipment the all-cargo way. Call your Freight forwarder or TWA.

USA-Europe Africa-Asia depend on TWA

*CargoJet and Dynafan are service marks owned exclusively by Trans World Airlines, Inc.

RIDE-ON RIDE-OFF

Lacking those fast, modern ships of today's Transport Ferry Service, some unknown genius of the time of King Henry III devised his own "ride-on, ride-off" service for transporting horses, men and stores across the English Channel. Very successful it was, too, to judge by this fascinating aquatint now in the National Maritime Museum at Greenwich.



Shipping at the time of Henry III *Reproduced by courtesy of the National Maritime Museum, Greenwich*

Nine centuries later the "drive-on, drive-off" service of T.F.S. smooths the road across the sea for hundreds of British exporters doing business with the Continent and Ireland. Big and small loads, delicate scientific instruments, heavy machinery, food, livestock—T.F.S. takes them all. It is fast, direct, safe—the most convenient method of sending every export consignment to the Continent or Ireland. For full details, contact your usual carrier or shipping agents, or write to the address below.

REGULAR SAILINGS BETWEEN TILBURY & ROTTERDAM/ANTWERP. DAILY SAILINGS BETWEEN PRESTON & LARNE/BELFAST

Today's exporters "DRIVE-ON, DRIVE-OFF" with

THE TRANSPORT FERRY SERVICE

DEPT. A2, 25 WHITEHALL · LONDON · SW1 TELEPHONE: WHitehall 2363. TELEX. 2348-2

REPRESENTATIVES IN FOREIGN COUNTRIES:

PARIS, 20, rue de la Paix

MADRID 14, Calle de Alcalá 32

CAIRO, 33, Sharia Kasr el Nil

BEIRUT, Starco Building, P.O.B. 4831

ISTANBUL, Istanbul Bahçekapi, Germania Han

LATIN AMERICA, Joint Representative Agencies of the Dresdner Bank AG. and the Deutsch-Südamerikanische Bank AG. at

BUENOS AIRES (Argentina)
Av. Corrientes 311

LA PAZ (Bolivia)
Edificio Krsul, Av. Camacho 1223

RIO DE JANEIRO (Brazil)
Rua Teófilo Otoni 15

SÃO PAULO (Brazil)
Edificio São Marcos, Rua Anchieta 18

SANTIAGO (Chile), Agustinas 972

BOGOTA (Columbia)
Edificio Banco del Comercio, Calle 13, 8-52

MEXICO, D. F. (México), Av. Juárez 64

ASUNCION (Paraguay), Palma 766

LIMA (Perú), Jirón Lampa 545

MONTEVIDEO (Uruguay)
Avda. 18 de Julio, 1455

CARACAS (Venezuela), Edificio Galipán, Av. Fco. de Miranda, El Rosal

DB

DRESDNER BANK
AKTIENGESELLSCHAFT

Düsseldorf Frankfurt a. M. Hamburg
IN BERLIN: BANK FÜR HANDEL UND INDUSTRIE AG.
AFFILIATION: DEUTSCH-SÜDAMERIKANISCHE BANK AG., HAMBURG

GERMANY

Looking for a contact in the electronic field? We can offer office, sales, research and production facilities for those wishing to limit their initial investment.

Contact in confidence:

F. C. E. KNIGHT, M.A. Ph.D.
Perfallstrasse 2/v, 8000 Munchen 8
Tel.: 442310, 440043
Telex: 5/24758

17 85

C. G. TRINKAUS
Established 1785

Complete International Banking Service
Member of the Düsseldorf Stock Exchange

DÜSSELDORF
KÖNIGSALLEE 15-17

Tel: **2028** *Telex:* **0858 1490**

Results

Each member of the mission operated independently in promoting the sales of his own product and a number of delegates were able to improve their existing agency arrangements and others, who had not previously been represented, appointed new agencies.

Each and every delegate was highly satisfied with the results of the visit and the combined value of orders and inquiries received amounted to hundreds of thousands of pounds.

Summary

When full account is taken of the results achieved by members of the mission during the visit, and of their prospects for future trade, and of various other factors such as the tremendous purchasing power of the German market; the absence of restrictions against imports from the United Kingdom; the desire of the Germans to expand mutual trade with Britain and, not least important, that although the United Kingdom is selling over £200 million worth of goods of all kinds to Germany annually, this represents no more than 5·0 per cent of Germany's total imports, or 7·7 per cent of manufactured goods, then the attractiveness of the country as an export market is clearly illustrated.

This highly sophisticated, immensely wealthy market with its population of over fifty millions warrants a wholehearted and determined sales effort by Scottish exporters not only because it can clearly be rewarding in its own right but also because it is regarded by many as the key to selling in Europe and in Scandinavia.

Acknowledgments

Many people both in Scotland and in Germany contributed to the arrangements for what proved to be a highly successful mission and a debt of gratitude is owed by all of them, including the Rt. Hon. Lord Craigton, Minister of State for Scotland; the staff of the Scottish Information Office, and Mr. Bray, manager of Courtaulds G.m.b.H. in Dusseldorf.

Members of the mission are especially grateful to H.M. Ambassador, to H.M. Minister (Economic) in Bonn, to H.M. Consul-General in Dusseldorf, for their active interest and support and to all the other members of the Embassy and Consular Commercial Staffs for the practical and most valuable assistance which they gave for a long period before, and also during, the visit.

First, map out your territory

STANFORD'S

give a unique service

A quick visit to Stanford's extensive new showrooms could be a very wise preliminary exercise before entering into any deep laid plan for overseas conquest. Here an expert staff can recommend appropriate maps, atlases or reference books that will give you a clear picture of the country or area in which you wish to promote sales.

EDWARD STANFORD LTD.,
12-14 Long Acre, London, W.C.2.

GP *One of the George Philip Group of Companies*

F H BIDDLE LIMITED

16 UPPER GROSVENOR STREET LONDON W1 HYDE PARK 0532

Manufacturers of Heating, Ventilating and Air Conditioning Equipment

COLOGNE: F H BIDDLE G.m.b.H.
SACHSENRING 32, KÖLN
Telephone KÖLN 3 39 73

STUTTGART: F H BIDDLE G.m.b.H.
HAUSSMANNSTR 38, STUTTGART-O
Telephone STUTTGART 246731

HAMBURG: F H BIDDLE G.m.b.H.
ULMINSTR 21, 2 HAMBURG 39
Telephone HAMBURG 473432 and 259103

Extension of the holiday season

THE FOLLOWING statement about the extension of the holiday season was made in Parliament on March 4 by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development:

'The Government have carefully considered the views expressed by a wide variety of organizations and by individual members of the public on the issues set out in the White Paper on Staggered Holidays which was laid before Parliament last July. The response has indicated a general desire that everything possible should be done to alleviate the growing congestion at the peak of the holiday season. The scope for direct intervention in this field is limited, but the Government consider that they should give a lead where it lies within their power.

'Our further consultations have confirmed the view that a fixed spring Bank Holiday and a later August Bank Holiday could make a worthwhile contribution to the extension of the holiday season and to the avoidance of congestion for holiday-makers at peak holiday times. The Government have, therefore, decided, after full consultation with the interests concerned, that the August Bank Holiday for the next two years, 1965 and 1966, should be on the last Monday in August.

'The Government would have wished to combine this experiment of moving the August Bank Holiday to the end of the month with a fixed spring holiday on the last Monday in May, 1965 and 1966, to replace the present Whit Monday Bank Holiday. This is not possible in 1965 because of the arrangements which have already been made for school examinations. These cannot now be changed without serious inconvenience. In 1966, the Whit Monday Bank Holiday will, in any case, fall on the last Monday in May.

'The Government will review these arrangements in the light of experience gained during 1965 and 1966. If, as a result, it is decided that the experiment of moving the August Bank Holiday should be made permanent they will consider replacing the present Whitsun Bank Holiday by a fixed spring holiday on the last Monday in May.

'The consultations which we have had also suggest that the question of school examination dates is at least as important as the dates of the Bank holidays. This is not a matter within the control of the Government, but I understand that the Secondary Schools Examination Council has recommended to the examining bodies that the G.C.E. examinations should be completed in future years by the end of June. I hope, therefore, that parents of children of school age will, in future, be able to take family holidays from the beginning of July.

'The Government believe that these changes in Bank Holiday and examination dates provide a basis for further action. They are anxious that everything possible should be done throughout industry to spread holidays over a longer season. My right hon. Friend the Minister of Labour will continue to explore with both sides of industry how further progress can be made.

'I would urge the holiday trades to make their contribution by extending the season during which they provide full amenities in the resorts and holiday areas, and by offering inducements to the public to take their holidays at the less congested times of the year. In this, they will have the full support and encouragement of the British Travel and Holidays Association.'

Discussion on the statement is reported in columns 1310-1313 of *Hansard* of that date.

Timber — one-tenth of Britain's dry-cargo imports

—Mr. Edward du Cann

TIMBER ACCOUNTS for one-tenth of the dry cargo imports into Britain said Mr. Edward du Cann, Minister of State, Board of Trade, at the annual dinner of the Timber Trade Federation in London on March 4. The Minister said that following the Rochdale Report, 'we have brought the National Ports Council into existence and the Harbours Bill has now passed its stages in the House of Commons. Your own research and development association and the Federation are, I know, working on such problems as timber handling to which Rochdale referred. We feel that the National Ports Council will have a valuable role to play in co-operation with the Federation and other bodies, in promoting and undertaking research in this and other fields, and in providing better facilities in our ports.'

Questions of standards, packaged timber and industrialized building (among others), were formidable, he said, but they could be solved, and they would be. If we were to make the best use of the resources at the disposal of the inhabitants of these islands, there would have to be an increasing effort by every firm in every industry to achieve greater productivity, and to take the fullest advantage of modern technology to improve standards and to develop new techniques and new products. This was not an effort which anyone could opt out of; nor was it most easily carried out by individuals in isolation. Our national economy was as strong as the sum of its constituent parts. If one firm was less effective, or less efficient, or more wasteful than it should be, then Britain was that much weaker.

'That our country should fail in its historic purpose and tradition of seeking a better way of life for its citizens, of playing an influential part in world affairs, not for selfish reasons, but in the interests of all, I refuse to contemplate', said Mr. du Cann. 'In 1963 imports of timber into the United Kingdom totalled almost £170 million, an increase of 8 per cent on 1962. You are expecting, so I understand, even greater activity this year. Our imports of timber from countries in the Commonwealth, especially Canada, from our EFTA partners and from Russia, represent an important part of our trade with them. Timber is an important factor in international trade. In keeping our market open to imports, we can justly claim to have done our duty by the developing countries in particular, thereby helping them to develop their economies and raise their standard of living. To persuade other countries to match our contribution will be one of our main themes at the United Nations Conference on Trade and Development which opens at Geneva on March 23.'

It was the policy of H.M. Government to work for the removal of barriers which prevented us from selling abroad, whatever form they might take. Since the war, at five tariff conferences the main trading nations had reduced many import duties. We were now working for the success of a sixth, more ambitious conference, known as the Kennedy Round beginning in Geneva in May. It was our hope that tariffs would be substantially cut across the board with the minimum of exceptions. We were one of the greatest trading nations of the world. We needed to import raw materials including timber in order to live and keep our people at work.

Mr. du Cann to visit the South-west

MR. EDWARD DU CANN, Minister of State, Board of Trade, is to visit Devon, Cornwall and Somerset from March 16 to 18. On March 16 the Minister is due to visit Appledore Shipbuilders Ltd. and meet representatives of local authorities from towns in Devon and Cornwall. In the evening he is expected to attend a dinner given by the chairman of the Cornwall County Council at St. Ives.

On the following day the Minister is to tour the works of English Clays Lovering Pochin & Co. Ltd. at St. Austell before leaving for Bristol, where he is due to meet a group of leading exporters at a reception arranged by the Board of Trade, South Western Regional office. In the evening he is to attend a dinner given by the Bristol Junior Chamber of Commerce at the Grand Hotel, Bristol.

On Wednesday, March 18, the Minister is to speak at the opening of the National Exporters' Conference, organized by the Bristol Junior Chamber of Commerce.

White Paper on monopolies

A WHITE PAPER on monopolies, mergers and restrictive practices was published on March 5 as Cmnd. 2299. Copies can be obtained from H.M. Stationery Office, price 1s., post free.

DSIR 'Earmarked Grant' for study of de-salting techniques

AN 'EARMARKED GRANT' of £34,325 has been made by the Department of Scientific and Industrial Research to the Water Research Association at Medmenham, Bucks, for a three-year study of the application of desalting sea and brackish waters to British water supply. This, the fourth DSIR 'earmarked grant', to be awarded, was announced in the House of Lords on March 3, by Lord Bessborough, Parliamentary Secretary for Science.

Britain's aims at the United Nations Conference

'AS MINISTER of State at the Board of Trade, I have particular responsibility under the Secretary of State, Mr. Edward Heath, for Britain's overseas trade and exports', said Mr. Edward du Cann in his opening address to the Canning House Conference on Latin America in London on March 10. 'For this reason, and having just returned from a short official visit to Latin America after Christmas, I am particularly pleased and honoured to have been asked to open this most important conference.

'The timing of this Conference', the Minister continued, 'is particularly opportune in the context of the United Nations Conference on Trade and Development which will begin in Geneva on March 23. The United Nations Conference has a particularly close link with Latin American countries in the person of the distinguished Secretary-General, Dr. Prebisch. We are very appreciative of the great work which Dr. Prebisch achieved during his long association with the Economic Commission for Latin America and how his present work of organizing the United Nations Conference and in producing the valuable and comprehensive report which will be a basic document for its work.'

The Minister said that Britain's intention was to take as helpful and positive an attitude as possible towards the United Nations Conference. There was no greater moral challenge in the world today than the task of improving world living standards. Prosperity was indivisible. Peace itself, stable political institutions like peace, the future of democracy, depended upon economic enfranchisement, better health and better living standards.

More than that, it was in the self-interest of Mr. and Mrs. John Bull – the ordinary citizens of Britain – that the developing countries should be able to raise their standards of living quickly. The rate of growth of the British economy depended to a substantial degree upon the the expansion of world trade. We therefore wished to see a high rate of economic growth in other countries. We would do our best to help to bring this about. Last but not least we would join with other nations in a determined attack on the existing barriers to the future development of world trade.

'It is the hope of Her Majesty's Government that the United Nations Conference take as its first priority the task of improving living standards by means of increasing trade. We regard it as essential to improve the potential for developing countries to sell their manufactured goods in the markets of industrialized countries. To this end I hope without being particular I may fairly claim that Britain has set an example.

'If the industrialized countries seek markets for their specialized products, they must in turn thus provide an access in their own markets to their potential customers. Methods to achieve this must be found. Other countries in Europe and North America must individually do their share. Collectively the machinery must be provided.

'The General Agreement on Trade and Tariffs has contributed greatly in the past to a progressive liberalization of international trade and Her Majesty's Government attaches great importance to the GATT as a purposeful instrument of international trade co-operation. The Kennedy Round of discussions, if it is successful – and the United Kingdom will work hard for its success – will embrace the 6th multilateral reduction in tariffs and most important of all, it may well be that the solution to the problem of better markets for the developing countries will lie in a new chapter of GATT. This possibility will certainly be explored by Her Majesty's Government during the Conference.

'We shall also be favourably inclined towards proposals for regional integration as a means of strengthening the economies of developing countries by mutual association. We shall join in the exploration of these and other ideas at the Conference with the fullest intention of contributing constructively towards solutions of the very pressing problems of the developing nations.

'The United Nations Conference is perhaps the first chapter of a long story of future endeavour and activity. But as the old saying goes, "A job well begun is half done".'

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Government offer substantial financial and fiscal inducements to businesses to set up new projects, or to expand existing undertakings, in the development districts. These inducements include loans, grants and favourable terms for renting Government-owned factories, and a taxation concession known as 'free depreciation'.

The full range of the inducements is set out in two Government publications. 'Expanding Industry' explains the assistance available under the Local Employment Acts, 1960 and 1963. The leaflet 'Income Tax Allowances for Capital Expenditure on Machinery or Plant' (No. 430 (1963)), explains the scheme for free depreciation.

The Board of Trade have now published a further pamphlet 'What Standard Grants and Free Depreciation can mean to You'. This new pamphlet complements the two existing publications and is designed to help businessmen to understand how the standard grants and free depreciation can work out in practice, and how they combine to make a significant contribution towards meeting the cost of investing in a new project, or expansion, in the deveopment districts.

Copies of these three publications are available free of charge at the Distribution of Industry Division, Board of Trade, 1 Victoria Street, London, S.W.1, and at Board of Trade Regional Offices throughout the country.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscriptions and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195.

THE FEDERAL TRUST FOR EDUCATION AND RESEARCH

announces the following

ORIENTATION COURSES

for businessmen and other experts proposing to do business overseas.

✦

Language sessions, and lectures on Industrial, Commercial and Social subjects

✦

May 11 – 15, 1964	ITALIAN
June 1 – 5, 1964	GERMAN
July 27 – 31, 1964	ENGLISH (For foreign staffs of British companies or executives of foreign companies wishing to do business with Britain)
September 21 – 25, 1964	SPANISH
October 19 – 23, 1964	JAPANESE
November 16 – 20, 1964	FRENCH
December 7 – 11, 1964	SCANDINAVIAN

✦

Details from:

The Secretary, Federal Trust, 20 York Street, London, W.1

Tel: WELbeck 9150

Reed Paper Group unit for the Hartlepools

THE REED PAPER GROUP LIMITED is to establish a new production unit in the North-east. The Industrial Estate Corporation announced on March 5 that negotiations had been concluded with Reed Corrugated Cases Limited who are to occupy the 50,000 sq. ft. Board of Trade 'Advance' factory now nearing completion on the Hartlepools Industrial Estate. The factory is to be extended by 15,000 sq. ft. in order to meet the company's production requirements and the Industrial Estates Corporation is aiming to have the extension completed by mid-July.

Reed Corrugated Cases Limited is expected to begin to move in to the factory while the extension is being built and aims to commence production in May. When fully manned employment will be provided for 200 (70 per cent men). Sufficient land is being reserved to permit the unit to be trebled in size.

Mr. S. A. Sadler Forster, chairman of the Industrial Estates Corporation said: 'This is a very important capture for the Region and I am sure the company will play a big part in helping the Hartlepools back to full employment. One of the factors influencing the Reed Paper Group's decision was undoubtedly the availability of a well designed modern factory and proves the wisdom of building factories in advance of requirements.'

Two new diesel engine factories for North-east

DEVELOPMENT of two new diesel engine-producing factories, together costing nearly £8 million, in the North-east, has been announced by Mr. E. D. Tull, president of Cummins Engine Company Inc. Mr. Tull said that construction was now in progress on a new jointly owned £5½ million diesel engine factory near Darlington, and that this spring a wholly Cummins-owned £2½ million factory would commence building also near Darlington. This plant would be for the production of engine components such as fuel systems, air compressors and turbo-chargers.

New ICI plant for North-east

THE HEAVY ORGANIC CHEMICALS DIVISION of ICI is to build at Wilton, North Yorkshire, a 30,000-ton/year plant for the manufacture of vinyl acetate monomer. The plant is planned to come on stream early in 1966. The new plant will be designed, engineered and erected essentially by ICI.

Vinyl acetate is used in a wide variety of industries, for example, in the manufacture of emulsion paints, adhesives, textiles, paper and plastics, and there is increasing demand for the chemical in the United Kingdom and overseas.

Progress of US firm's factory in Ulster

ONEIDA SILVERSMITHS LIMITED, Ulster subsidiary of a United States cutlery and tableware company with a 90,000 sq. ft. factory at Bangor, Co. Down, have announced a 35 per cent increase in 12 months in the sales of their British-made cutlery.

Captain Terence O'Neill, Northern Ireland's Prime Minister, said 'Oneida told us when they came here three years ago that they hoped to employ 400 people in ten years. But already they have passed the 300 mark and are setting their sights on higher targets'. The Oneida company, in addition to their Ulster factory, have cutlery plants at New York, United States; Niagara Falls, Canada, and Toluca, Mexico.

Winding up of G & C Finance Corporation Ltd.

IN VIEW of the fact that G & C Finance Corporation Ltd. had not produced accounts in respect of its business as required under the Protection of Depositors Act, and in the light of the facts ascertained as a result of an investigation under Section 18 of this Act, the Board of Trade used its powers under Section 16 to petition for its winding up.

This petition was granted on March 9, 1964, and the Official Receiver, Board of Trade, Inveresk House, Strand, London, W.C.2, is now the provisional liquidator pending the holding of a meeting of creditors. All inquiries in connection with this matter, whether from creditors or other interested parties, should be addressed to the Official Receiver.

The Protection of Depositors Act came into force on October 9, 1963, and the first accounts under its provisions were due to be deposited by January 10, 1964. These are the first winding-up proceedings taken under the Act.

Prince Albert of Liege to head Belgian mission to UK

A PARTY OF SOME sixty Belgian businessmen, headed by HRH Prince Albert of Liege, is due to visit Britain from March 15 to 21, where they plan to see various industrial centres, including some in Birmingham and Glasgow. The party will be met at London Airport on March 15 by Lord Drumalbyn, Minister of State, Board of Trade. On the following day calls will be made on Mr. R. A. Butler, the Foreign Secretary; Mr. Edward Heath, Secretary of State, Board of Trade; and Mr. Maurice Macmillan, Economic Secretary to the Treasury.

On March 16 Prince Albert is to address a meeting of the London Chamber of Commerce on various aspects of trade between the United Kingdom and Belgium. A discussion will follow the Prince's address. It is expected that M. Maurice Brasseur, Belgian Minister for Foreign Trade, and Mr. Douglas Price, Parliamentary Secretary, Board of Trade, will be among the speakers at the meeting.

The principal industries represented in the mission are engineering and metalworking, chemicals, textiles, clothing and footwear, food, woodworking and pottery. The mission also includes a delegation representing shipping and banking interests.

London Chamber of Commerce trade mission to Poland

LORD EBBISHAM, leader of the London Chamber of Commerce Working Mission to Poland in February, stated on his return that Poland was anxious to continue buying from Britain. Increased trade with the United Kingdom had the blessing of the Polish Government and was dependent only on Poland's ability to increase her sterling earnings according to the Polish Ministry of Foreign Trade.

During the visit the twelve man Mission had meetings with several Polish Ministers.

Poland's next five year plan was due to commence in 1966, and the period of consolidation initiated by the Polish Government towards the end of 1962 was likely to continue for the remainder of the present plan period. A spokesman for the London Chamber Mission said therefore it was not expected that there should be any marked progress in the expansion of Anglo-Polish trade during the next eighteen months to two years. The severe winter of 1963 had further restricted the rate of growth in the Polish economy. Nevertheless Poland was approaching the next five year period with renewed optimism following the discovery of copper and sulphur reserves in central Poland and oil in the extreme North-east. At present the size of those deposits had not been given.

Arising out of the talks which the Mission had in Poland, it had been decided that a Polish financial delegation should visit Britain for talks in the near future. The negotiations which the financial delegation would enter into with United Kingdom firms would be concerned with existing tenders for contracts to be placed by Polish enterprises in the United Kingdom. The London Chamber Mission had impressed upon the Polish authorities the need to conduct the financial discussions simultaneously with the technical negotiations.

There were firm indications that chemical machinery and particularly plant for fertilizer production would receive high priority in Poland. Some other investment projects were behind schedule but it was expected that Poland's import programme for many types of investment goods would continue. There appeared however, to be little likelihood for an increase in the sale of British consumer goods to the Polish market.

The problem of Poland's exports to the United Kingdom occupied a great deal of the Mission's time. The British Government's policy to liberalize imports of a number of manufactured goods from certain countries in Eastern Europe subject to certain assurances from those countries, should benefit Poland considerably in the long run. Liberalization of trade was subject to negotiation between the two Governments and it was expected that the next

found of trade talks would take place during the early summer.

As regards the import of Polish engineering products, the Mission found that in most cases Polish standards were still somewhat behind British requirements and that Polish enterprises were often unable to manufacture to British specifications. These difficulties were particularly evident when the Mission visited a fuel injection plant and a cable factory.

An increase in the sale to Britain of certain Polish consumer durables was entirely possible providing the necessary market surveys together with more vigorous promotional activities were undertaken. There was a distinct need to define the image of Polish exports more sharply in order to satisfy the British consumer.

Factors restricting the volume of Polish exports to the United Kingdom are:

(a) less sophisticated production methods
(b) Poland's commitments to her partners in the Socialist trade bloc, and
(c) lack of funds to promote their goods.

Nevertheless Britain still heads the list of Western countries trading with Poland, and both countries were anxious to maintain this lead.

The London Chamber Mission will publish a report of its findings for British industry and commerce later this year.

Trade Mission to Texas

THE CHAMBERS of Commerce of the cities of Dallas and Houston, Texas, have invited a delegation from the Westminster Chamber of Commerce to visit them as a Trade Mission from October 19 to 24 this year.

The Westminster Chamber announce, that this venture has the support of the Secretary of State for Industry, Trade and Regional Development, the British Ambassador in Washington and the United States Departments of State, and that the Chambers of Commerce of both Dallas and Houston are keen to promote the Mission. 'There is a considerable potential for British business in this prosperous area,' it states.

Imports of cotton textiles from South Korea

IN NOTICE to Importers No. 1067 dated March 10, the Board of Trade announced that imports of manufactures of woven cotton originating in or consigned from South Korea became subject to restrictive licensing control from March 12. The Open General Licence is being amended accordingly and copies of the Amendment (No. 12) will shortly be available from H.M. Stationery Office Kingsway, London, W.C.2, and branches. A parallel amendment should be made to the Summary of Import Licensing Regulations (Notice to Importers No. 1040) by adding 'The Republic of Korea' after 'Formosa' in the entry on page 5 relating to manufactures wholly or mainly of woven cotton originating in or consigned from Formosa or Macao.

Holders of open individual licences issued under the provisions of Notice to Importers No. 1055 dated November 22, 1963, are hereby informed that as from March 12, 1964, the licences will no longer be valid for imports of cotton goods from South Korea, whether consigned direct or through a third country.

It follows that specific licences will be necessary for all imports of cotton goods from South Korea on and after March 12. Licences will be issued for goods afloat at that time *provided* they were consigned to the United Kingdom and loaded on board an ocean going vessel in Korea not later than midnight Monday, March 2 (Korea time) as evidenced by the bill of lading date. There can be no guarantee that licences will be made available to cover later shipments, whatever the contractual position might be, and no goods should therefore be brought forward for shipment until importers have been advised of their licence entitlement, if any. Applications for licences under this paragraph, supported by appropriate evidence, should be submitted without delay.

A quota will in due course be established for imports of cotton grey cloth from Korea but there will be no provision for imports of yarn, processed cloth or made-up goods. Application for quota licences (on form ILB/A or TIP/A) must be accompanied by certified returns of imports in the following form:

'The quantity of woven cotton cloth originating in Korea and imported (see Note i) or shipped (see Note ii) during the period January 1, 1963, to March 11, 1964, and paid for by me/us direct to the overseas supplier was:

(a) imported in calendar year 1963 sq. yds.
(b) imported from 1/1/64 to 11/3/64 sq. yds.
(c) shipped from South Korea not later than March 2 but not imported into the United Kingdom by March 11, 1964 sq. yds.

Signed.....
Status .....
(Proprietor, partner, company director, company secretary)
Date.....

Notes:

(i) The date of the Customs Entry is to be taken as the date of importation.
(ii) The Bill of Lading date is to be taken as the date of shipment for the purpose of this return.

The return must be certified by an independent practising accountant in the following form:

'I/We have examined the method adopted in arriving at the figures stated in the above return and am/are of the opinion that it is a reasonable one. I/We have conferred with the officials and employees concerned in the compilation of the figures and have made such tests as I/we have considered necessary. Having received such information and explanations as I/we have required, I/we report that in my/our opinion, the figures are those required.

Signature .....
Professional qualification.....
Address.....
Date.....

Applications and returns under the last paragraph must be lodged with the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, **not later than March 25, 1964.** Page 1 of the application form should be completed and page 2 left blank; on page 3 and copies, the applicant's name and address, the description of goods (cotton grey cloth) and the country of consignment and of origin (South Korea) should be entered but nothing else.

Warning. *Applicants are reminded that any person who knowingly or recklessly makes any false statement or furnishes any document or information false in any material particular for the purpose of obtaining an import licence is liable to a fine not exceeding £500 and/or term of imprisonment not exceeding six months. In addition, the import licence will be void from the date of issue and any goods imported under it will be liable to forfeiture under the Customs Acts.*

New address of Official Receiver in Newcastle

THE Official Receiver in Bankruptcy at Newcastle is to move to 3rd Floor, 4 St. Nicholas Buildings, St. Nicholas Street, Newcastle-upon-Tyne 1 (Tel. Newcastle 21104/5), on March 25, 1964.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 2121 • TELEX. 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 31, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	Dibromomethane . .	As in previous column .	December 31, 1964	2385
29.14	2:4:6 - Trinitrobenzoic acid.	As in previous column .	December 31, 1964	261
81.04	Vanadium, unwrought, of a purity not less than 99% and containing not more than 0·1% by weight of iron calculated as Fe.	Vanadium granules. .	December 31, 1964	4183
28.43	Zinc cyanide . . .	As in previous column .	December 31, 1964	6454
73.02	Ferro-molybdenum . .	As in previous column .	December 31, 1964	7643

Marking of imported umbrellas and imported umbrella parts

THE BOARD OF TRADE announce that a report has been made by the Standing Committee (General Merchandise), set up under the Merchandise Marks Act 1926, in respect of the marking of imported umbrellas and certain imported umbrella parts.

The Committee recommend that imported goods of the following descriptions should bear an indication of origin, in the manner indicated, at the time of sales and exposure for sale in the United Kingdom (including exposure for sale by a person being a wholesale dealer):

(a) **Umbrellas.** Printed or stamped in a contrasting colour on an adhesive label on or by means of a transfer on or on a label of durable material securely attached to the shaft where it adjoins the handle;
Provided that where there is no handle, the indication shall be applied to that end of the shaft adjacent to the extremities of the collapsed ribs.

(b) **Umbrella frames.** Printed or stamped in a contrasting colour on an adhesive label on or by means of a transfer on or on a label of durable material securely attached to
(i) that end of the shaft to which the handle will be joined; or
(ii) the shaft where it adjoins the handle if the handle forms an integral part of the frame.

(c) **Umbrella shafts.** Printed or stamped in a contrasting colour on an adhesive label on or by means of a transfer on or on a label of durable material securely attached to the article.

(d) **Umbrella ribs.** Durably printed or impressed in a contrasting colour on each rib or on a metal label riveted or securely fastened by other means thereto (or on one rib where the ribs comprise a set).

(e) **Handles** (including knobs) for umbrellas, sunshades and walking sticks. Printed or stamped in a contrasting colour on an adhesive label securely attached to the article.

The Committee further recommend (i) that an indication of origin, prescribed by an Order in Council made under the Merchandise Marks Act 1926, should not appear more than once on an umbrella imported complete, or on an umbrella assembled in this country, or on any assembly of imported parts, or on any individual part sold separately; and (ii) that all the marking requirements for imported umbrellas and imported umbrella parts should be consolidated in one Order.

Full details of the Committee's recommendations are contained in their report which was published on March 6, 1964, as Cmnd. 2298. Copies of the report may be obtained from H.M. Stationery Office, or through any bookseller, price 1s. (by post 1s. 2½d.).

A notice about the reference of this matter to the Standing Committee was published in the *Board of Trade Journal* on April 19, 1963 (page 876).

Notes:

(i) Representations to the Board of Trade regarding the marking of imported goods are referred to the Standing Committee (General Merchandise). An affirmative recommendation of the Committee, if accepted by the Board of Trade, is put into effect (subject to approval by Parliament) by means of an Order in Council.

(ii) Imported umbrella ribs, tubes or frames of iron or steel wire are subject to the Merchandise Marks (Imported Goods) No. 10 Order 1933.

(iii) An Exemption Direction (SI 1963/759), made by the Board of Trade on April 15, 1963, provides that the above-mentioned Order shall cease to apply to any goods subject to that Order forming part of an umbrella imported complete, provided that an indication of the origin of the umbrella is given in a prescribed manner.

(iv) Imported handles (including knobs) for umbrellas, sunshades and walking sticks are subject to the Merchandise Marks (Imported Goods) Order 1963, which comes into operation on May 3, 1964.

Application for an increase of import duty on some fatty alcohols

THE BOARD OF TRADE give notice that they are considering an application for an increase in import duty from 10 per cent to 20 per cent *ad valorem* on certain fatty alcohols, i.e., fatty alcohols with iodine value not more than 10, ex heading 15.10 of the United Kingdom Tariff.

A statement of the applicants' case will be made available to all interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed on to the applicants for reply. Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed, in writing, to the Board of Trade, Tariff Division, 1 Victoria Street, S.W.1, not later than March 24, 1964.

Dealers in securities

THE FOLLOWING changes have taken place during February in the list of Exempted Dealers in Securities under Section 16 of the Prevention of Fraud (Investments) Act, 1958:

Change of name:
Delete: Lloyds Bank (Foreign) Ltd.
Insert: Lloyds Bank Europe Ltd.

Change of name:
Delete: South Eastern Savings Bank
Insert: South Eastern Trustee Savings Bank

HINTS TO BUSINESS MEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Directories and Notices Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Sullivan 3400, Ext. 3020), or to any Regional Office of the Board.

Questions asked and answered in Parliament

Below is a selection of Parliamentary answers of interest to trade and industry

TUESDAY, MARCH 3

Grants for development districts

Asked if the Secretary of State for Industry, Trade and Regional Development, would, in view of the current economic difficulties in the North-east, give an assurance that the grants towards the cost of industrial building and plant in development districts would continue into 1964-65, Mr. Edward du Cann, Minister of State, Board of Trade, replied: 'My rt. hon. Friend cannot add anything to the assurance which the Government have given in the White Paper on the North-east (Cmd. 2206, paragraph 41), that development districts in the growth zone will not be removed from the list until there is a general and sustained improvement in employment in the region as a whole.' The Parliamentary Secretary said that assistance under the Local Employment Acts would continue to be available to other development districts in the region so long as the local level of unemployment justified it.

Exports of pipes, tubes and fittings

The Secretary of State was asked for figures giving the tonnage of pipes, tubes and fittings exported for each year from 1953 to the latest year available, showing also the variations in tonnage and f.o.b. values per ton exported on the basis of 1953 equalling 100; and for information from international sources on how this compares year by year with that of exports from West Germany, France, Italy, Belgium-Luxembourg and Sweden.

The Parliamentary Secretary supplied the information given in *Hansard* March 3 col. 191.

Trade with Communist countries

The Secretary of State was asked for details of the balance of trade for the year 1963 with the USSR, Poland, Hungary, Bulgaria, East Germany, and China in the form adopted by him on February 24.

The Parliamentary Secretary gave the information published in *Hansard*, March 3, col 193.

South African trawler contract

Asked if he was aware that the boycott of South African goods by the Aberdeen Town Council was jeopardizing the contract for nine trawlers placed by a South African firm with Messrs. Hall, Russell and Co., Aberdeen; and in view of the fact that this boycott was not supported by Aberdeen traders and manufacturers, if he would direct H.M. Government's trade commissioner in South Africa to emphasize to the firm concerned that the contract could still be carried out in Aberdeen, the Secretary of State said that he understood that Messrs. Hall, Russell and Co., while concerned about the possible effects on their business of the boycott had no reason to think that their customer would cancel the contract. He did not therefore think that the action suggested was necessary.

Increased machinery imports

In answer to a request for information on the nature of increased imports of machinery from the United States, Sweden and Western Germany in January 1964 compared with January 1963, Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, supplied the information given in *Hansard* of March 3, col. 197.

Imported transport equipment from Sweden

In answer to a question on the nature of the £6·2 million worth of transport equipment imported from Sweden in January 1964, the Secretary of State replied that the main items were a new ship valued at £5,900,000 and new cars valued at £260,000.

THURSDAY, MARCH 5

Trade with Cuba

Asked if he would tabulate Great Britain's imports from and exports to Cuba during each of the last 10 years, indicating the nature of the respective commodities and the parts of Great Britain concerned, Mr. Edward du Cann, Minister of State, Board of Trade, said: 'I am sending the main details of United Kingdom trade with Cuba to the hon. Member and am also making a copy available in the Library. I regret that statistics on a regional basis are not available.'

Trade with S. Africa

The Secretary of State was asked if he would tabulate Great Britain's imports from and exports to South Africa during each of the last 10 years, indicating the nature of the respective commodities and the parts of Great Britain concerned. In reply the Minister of State said he was providing the details and was also making a copy available in the Library He regretted that statistics on a regional basis were not available.

Development of Hovercraft

Asked what steps he was taking to ensure the continuance of the development and production of the Denny hovercraft in Dumbarton, the Parliamentary Secretary said that the National Research Development Corporation, which was responsible for the development of civil hovercraft, was maintaining close touch with the efforts of the liquidator to find buyers for the assets of the firm which has been developing the hovercraft in Dumbarton. The Board of Trade were making use of their powers under the Local Employment Acts to encourage new employment in Dumbarton.

Development under L.E.A.

The Parliamentary Secretary replied to a number of questions concerning unemployment and industrial development on Merseyside, in Middlesbrough, Scotland and Durham, the answers to which are to be found in *Hansard*.

FRIDAY, MARCH 6

Percentage of rpm goods

The Secretary of State for Industry, Trade and Regional Development was asked what percentage of goods sold by retail was subject to resale price maintenance; and what percentage of such sales of goods in respect of which the Monopolies Commission had found that the arrangements in the industry concerned were not contrary to the public interest.

He said that about 40 per cent of consumer expenditure on goods was on price-maintained goods. In their investigations the Monopolies Commission had had no occasion to consider whether the practice of resale price maintenance as such in the industry concerned was contrary to the public interest: Their inquiries into this practice had been confined to the question of possible abuses of a monopoly situation. They had been conducted against the background that the practice itself was not contrary to the law and that legislation had specifically provided an additional means of legal enforcement. The second part of the question did not therefore arise.

Marking of footwear

The Secretary of State was asked whether he had considered the recommendation of the Molony Committee that soles of new shoes should be required to bear an indication, in accordance with a standard or prescribed glossary, of the material of which they were composed or at least a statement that they were leather, or not leather; and whether he would take steps to give effect to this recommendation.

He replied: 'I am considering the recommendation of the Molony Committee that the Board of Trade should have general powers to require labelling of designated goods and to prescribe definitions binding in law of certain classes of trade terms. In the absence of such powers I cannot make regulations about the marking of the soles of new shoes.'

Unemployment in Caithness

In reply to a question Mr. Heath said that he was aware of the unemployment prevailing in Caithness and Sutherland. The long-term problem of the Highlands was at present being specially examined by the Scottish Development Group. He would continue to make use of his powers under the Local Employment Acts to attract industry to these areas.

Resale Prices Bill

The debate on the second reading of the Resale Prices Bill was held in Parliament on March 10.

A SERVICE IN GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer its customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. You can obtain full information about this service by sending a postcard to Sales Promotion (HMSO), Room D74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	19,968	—	16,038	15,212	15,212	9,095	3,486	922	699	591	1,205	series shown in £ million			
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+592	+520	+48	+37
1961	111	114	121	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	125	121	112	101	127	119	126	140	124	+113	+ 33	+22	+40
1963		119*				103		106*	131*				+ 97*	+21*	+26*
1962															
2nd quarter	113	115	124	122	112	100	128	123	129	141	124	+ 49	+ 32	— 2	— 8
3rd quarter	112	116	126	122	112	101	128	116	130	146	123	+ 57	+ 15	+23	+10
4th quarter	112	115	128	123	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	111	112	128	123	113	101	114	104	123	96	120	— 20	+ 56	—16	— 3
2nd quarter	115	117	131	126	115	102	128	109	129	147	127	+ 42	— 9	+22	— 3
3rd quarter	115	121	136	129	118	105	133	106	130	159	134	— 32	— 33	—19	— 7
4th quarter		123*				105		105*	142*				+ 83*	+34*	+40*
1963															
July	..	120	..	..	..	103	..	..	..	..	..	..	..	..	..
August	..	121	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	121	..	..	..	105	..	..	..	..	..	..	..	..	..
October	..	122	..	..	..	104	..	..	..	..	..	..	..	..	..
November	..	124*	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	124*	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..		..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	134*	118*	121·7	+2·0	104·5*	122·0*	141·3	502	+ 83	..	144	— 5	..	129	128	
1962																
2nd quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 43
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 70
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 23
3rd quarter	130	101*	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 15
4th quarter	134*	118*	122·1	+2·1	106·1*	122·6*	143·3	450	+ 22	+50	157	Nil	—34	135	132	
1963																
July	124	103*	121·4	+0·8	104·5	122·0	141·4	424	— 30	—15	160	+ 2	+ 3	134	128	..
August	127	100*	121·0	+1·3	104·1	122·0	141·5	430	+ 6	+10	153	— 7	— 9	127	133	..
September	130	101*	121·4	+1·8	104·1	122·2	141·7	430	Nil	+11	158	+ 5	— 7	135	131	..
October	132*	111*	121·8	+2·3	104·9	122·3	141·7	448	+ 18	+27	160	+ 2	—12	130	129	..
November	134*	120*	122·2	+2·2	106·5	122·5	143·0	456	+ 8	+19	157	— 3	—16	135	129	..
December	134*	118*	122·4	+1·8	106·8*	123·0*	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January			123·0	+1·9	107·8*	123·4*	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February					108·6*	123·5*		451	— 20	+ 2	178	+12	+ 6			..

† NOT seasonally adjusted. * Provisional.

Turnover of the catering trades in January

THE TOTAL turnover of the catering trades in January was 11 per cent higher than a year earlier but a large part of this exceptionally big increase was due to the fact that trading was at a low level during the poor weather of January 1963. The turnover of caterers was, in general, affected to a greater extent than was the turnover of retailers during the cold spell and in January 1963 catering turnover was at the same level as a year earlier, although it had been showing increases of about 4 per cent during earlier months. Allowing for the effects of the weather in January 1963 suggests that the underlying increase in January this year was probably about the same as during the fourth quarter of 1963.

Most kinds of catering business had substantial increases in January – the licensed hotels and holiday camps group was as much as 15 per cent up on a year earlier – but canteens and catering contractors showed no change, after increases of 5 or 6 per cent towards the end of last year; too much significance should not be attached to month-to-month variations.

Catering trades

Index numbers of turnover per week and percentage changes on a year earlier

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1960	100	83	102	115	101	82	81	85	96	98	111	118	120	107	97	91	111
	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964						104											
	1963	+4	+1	+4	+4	+6	Nil	−2	+4	+3	+3	+4	+5	+5	+4	+6	+7	+6
	1964						+11											
Licensed hotels and holiday camps (£169 million)	1960	100	67	105	139	89	65	65	72	91	97	123	141	150	128	105	77	86
	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964						79											
	1963	+5	Nil	+4	+6	+9	−3	−2	+2	+5	+3	+5	+5	+8	+4	+10	+7	+8
	1964						+15											
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1960	100	84	103	120	93	82	82	86	94	97	115	124	130	108	95	91	94
	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964						97											
	1963	+4	Nil	+4	+4	+7	−3	−2	+4	+4	+4	+5	+3	+4	+5	+6	+6	+9
	1964						+9											
Public houses (£711 million)	1960	100	83	102	110	106	82	81	85	98	97	108	114	114	102	95	91	126
	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964						111											
	1963	+3	+1	+3	+4	+6	+1	−3	+4	+1	+3	+3	+5	+4	+4	+5	+7	+5
	1964						+13											
Canteens and catering contractors (£102 million)	1960	100	104	97	93	106	105	106	102	95	102	94	94	85	99	106	110	103
	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	118	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964						119											
	1963	+6	+7	+7	+4	+6	+5	+6	+8	+7	+7	+6	+6	+6	+2	+5	+6	+5
	1964						Nil											

Government Publications

required by customers in Wales may be obtained quickly from

H.M. Stationery Office, 109 St. Mary Street, Cardiff

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for January

Unit value index numbers of exports and imports (Table 1)

In January the export unit value index was unchanged from the December level of 105 but, with an increase of one point in the import unit value index which rose to 107, the terms of trade fell by one point to 99 (1961 = 100).

Although there was no change in the overall export unit value index nor in the index for manufactured goods, there were small rises in the indices for metals and for other manufactures; these increases were offset by a fall of 1 per cent in the chemicals index. The index for non-manufactured goods increased by 1 per cent.

The increase of 1 per cent in the import unit value index was due mainly to an increase of 2 per cent in the index for the food, beverages and tobacco class of goods caused by a rise in the average value (on the basis recorded in the Trade Accounts) of imported sugar. Increases also occurred in the indices for basic materials, fuels and manufactured goods but only the rounded index for basic materials was changed by these increases.

Volume of exports and imports (Table 2)

The apparent flattening of the trend of the value of exports in recent months after the strong rise early in 1963 was in the volume of goods shipped. In the three months November to January it was rather more than 1 per cent less than in the previous three months after allowing for seasonal factors. Exports of manufactures were rising during 1963. With a low figure in January their volume was nearly 1 per cent down, in the last three months, with reductions in all the main classes; textiles, metals, chemicals and engineering goods. Exports of non-manufactures continued to fall from the high rates in the middle of last year when exports of fuel and sugar were particularly large. In the last three months the volume of these exports was 4 per cent less than in the previous three months.

Imports have continued to grow. In the last three months their volume (seasonally adjusted) was 6 per cent more than in the previous three (the value increase was 8 per cent). There were substantial increases in the volume of imports of industrial materials (7 per cent more), with similar increases in imports of basic materials and semi-manufactures, fuels (9 per cent more) and finished manufactures (14 per cent more). This last includes the arrival of a large ship. There was also a small increase in imports of food with higher arrivals of cereals and animal feeding stuffs.

Note:

These series of index numbers based on 1961 = 100 were introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September issue of *Economic Trends*.

United Kingdom import and export unit value index numbers (1)

TABLE 1. (1961 = 100)

	Imports					Exports								(2) Terms of Trade
								Manufactured Goods [5 to 8]						
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5 to 8]	Total	Non Manufactures [0 to 4]	Total	Chemicals [5]	Textiles (3)	Metals (4)	Machinery and Transport Eqpt. [7]	Other	
Weights	1,000	338	230	110	318	1,000	129	838	89	67	126	442	114	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1962 1st quarter	100	101	98	100	99	101	101	102	98	100	102	102	101	102
2nd quarter	100	102	97	99	99	101	100	101	96	101	103	102	100	101
3rd quarter	100	102	95	99	101	101	99	102	96	101	102	103	101	102
4th quarter	100	105	94	98	101	102	99	102	97	100	102	104	102	101
1963 1st quarter	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1962 January	100	100	98	100	100	102	101	102	98	100	103	102	103	102
February	100	101	98	100	99	101	101	101	97	100	101	102	101	101
March	99	101	98	99	99	101	101	101	98	101	102	102	100	102
April	100	102	98	99	99	101	100	101	96	101	103	102	99	101
May	99	101	97	99	99	101	100	101	96	100	104	102	100	102
June	100	103	96	98	99	101	100	101	95	101	101	102	100	101
July	100	102	96	99	101	101	99	101	96	101	102	103	100	101
August	99	101	95	99	101	101	99	102	96	101	102	103	100	102
September	100	103	94	98	101	102	98	102	97	102	102	103	102	102
October	101	106	94	98	101	102	99	102	98	100	102	104	103	101
November	100	105	94	97	101	101	98	102	98	99	101	104	101	101
December	100	105	95	99	101	102	99	103	96	100	102	105	104	102
1963 January	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October	105	116	97	96	101	105	104	105	101	103	102	106	105	100
November	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December	106	116	100	95	102	105	106	105	102	104	103	106	105	100
1964 January	107	118	101	95	102	105	107	105	101	104	104	106	105	99

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export Unit Value Index as a percentage of the Import Unit Value Index.
(3) Export List Division 65.
(4) Export List Divisions 67, 68 and 69.

(*Tables continued on next page*)

BROOK

SEE STAND M12
ASEE EXHIBITION
EARLS COURT 18-25 MARCH 1964
1904–SIXTY YEARS OF ELECTRIC MOTOR DEVELOPMENT–1964
BROOK ELECTRIC MOTORS

United Kingdom import and export volume index numbers [1]

TABLE 2.

(1961 = 100)

	Imports					Exports							
								Manufactured Goods [5-8]					
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5-8]	Total	Non-Manufactures [0-4]	Total	Chemicals [5]	Textiles (2)	Metals (3)	Machinery and Transport Eqpt. [7]	Other
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
Unadjusted													
1962 1st quarter	103	107	94	110	102	100	106	100	105	101	99	100	95
2nd quarter	103	107	94	110	104	106	107	107	111	102	103	108	107
3rd quarter	102	100	96	121	102	98	109	96	105	93	96	93	102
4th quarter	104	101	101	116	107	105	119	102	110	102	102	99	107
1963 1st quarter	103	99	97	125	106	107	115	106	109	100	98	111	100
2nd quarter	106	102	94	126	112	110	123	109	116	102	101	111	109
3rd quarter	107	101	105	120	110	102	117	101	111	99	94	98	111
4th quarter	113	106	110	117	121	113	127	110	117	105	105	109	118
1963 January	109	99	114	138	106	103	109	103	109	94	92	109	92
February	96	92	85	110	102	101	111	100	99	97	95	103	99
March	105	106	91	126	108	117	126	116	119	108	106	121	110
April	104	102	89	131	109	107	118	105	109	98	97	108	106
May	114	108	100	138	121	117	128	117	128	108	113	118	113
June	101	98	95	110	106	107	121	105	113	101	94	106	108
July	113	109	106	122	121	108	115	107	115	104	100	106	117
August	105	97	109	118	105	103	124	101	114	103	93	97	115
September	103	97	101	119	105	96	112	93	103	91	90	91	102
October	117	112	109	113	130	112	128	110	116	105	105	109	117
November	111	105	105	116	119	111	126	109	119	108	109	105	120
December	111	100	117	122	113	115	126	110	117	104	99	111	117
1964 January	131	120	128	134	145	104	111	104	113	100	99	106	99
Seasonally Adjusted													
1962 1st quarter	*100*	*102*	*94*	*108*	*99*	*99*	*104*	*98*	*104*	*97*	*98*	*97*	*95*
2nd quarter	*102*	*107*	*92*	*106*	*103*	*104*	*109*	*103*	*108*	*102*	*102*	*102*	*107*
3rd quarter	*107*	*107*	*98*	*120*	*107*	*104*	*116*	*102*	*109*	*98*	*104*	*100*	*105*
4th quarter	*104*	*98*	*101*	*117*	*108*	*102*	*111*	*101*	*108*	*99*	*98*	*100*	*104*
1963 1st quarter	*101*	*96*	*96*	*123*	*104*	*105*	*113*	*104*	*108*	*96*	*96*	*107*	*100*
2nd quarter	*105*	*103*	*93*	*123*	*109*	*108*	*125*	*105*	*114*	*103*	*99*	*104*	*109*
3rd quarter	*110*	*108*	*105*	*118*	*113*	*109*	*124*	*107*	*116*	*105*	*101*	*106*	*115*
4th quarter	*112*	*104*	*110*	*120*	*120*	*110*	*119*	*109*	*116*	*103*	*101*	*110*	*116*
1963 January	*98*	*90*	*100*	*126*	*98*	*100*	*105*	*99*	*107*	*91*	*91*	*103*	*93*
February	*102*	*97*	*95*	*120*	*109*	*104*	*112*	*102*	*102*	*96*	*96*	*105*	*102*
March	*102*	*99*	*94*	*123*	*104*	*112*	*123*	*110*	*113*	*101*	*102*	*114*	*106*
April	*104*	*100*	*91*	*131*	*109*	*103*	*120*	*101*	*107*	*97*	*95*	*100*	*106*
May	*105*	*102*	*92*	*125*	*111*	*110*	*124*	*107*	*117*	*102*	*102*	*108*	*107*
June	*105*	*106*	*95*	*114*	*107*	*110*	*131*	*107*	*118*	*109*	*99*	*105*	*114*
July	*111*	*111*	*101*	*116*	*116*	*107*	*123*	*105*	*116*	*103*	*98*	*103*	*115*
August	*107*	*105*	*102*	*112*	*109*	*110*	*129*	*108*	*121*	*107*	*103*	*105*	*120*
September	*113*	*107*	*112*	*127*	*115*	*109*	*119*	*108*	*111*	*103*	*103*	*109*	*112*
October	*108*	*102*	*104*	*108*	*118*	*108*	*117*	*108*	*114*	*102*	*98*	*110*	*113*
November	*112*	*106*	*107*	*120*	*118*	*108*	*115*	*107*	*117*	*104*	*104*	*105*	*117*
December	*116*	*104*	*119*	*134*	*124*	*114*	*125*	*112*	*116*	*104*	*100*	*115*	*117*
1964 January	*118*	*109*	*112*	*123*	*133*	*102*	*109*	*101*	*112*	*98*	*99*	*101*	*101*

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export List Division 65.
(3) Export List Divisions 67, 68 and 69.

Economic trends: February, 1964

THE FEBRUARY issue of Economic Trends, published on March 6 (H.M. Stationery Office, price 6s.), contains two articles, one on the incidence of taxes and social service benefits in 1961 and 1962, and the other on developments in official economic statistics, 1957 to 1963. The article on the development in official economic statistics summarizes the main changes and developments which have taken place.

It states that there have been considerable developments in short period statistics, not only in the amount of information collected but also in alternative presentations of the data in seasonally adjusted form and at constant prices. Work on a scale hitherto impracticable has been undertaken with electronic computers on methods of removing the effect of seasonal and other short period fluctuations to make interpretation easier. The measurement of volume changes, by providing constant price series parallel with those on current prices, has also been greatly extended. These elaborations have taken place in most sections of economic statistics.

In particular fields, quarterly estimates of the national income have been introduced and further developed, and there has been a considerable increase in the amount of information collected on financial statistics following the recommendations of the Radcliffe Committee on the Working of the Monetary System. Substantial changes have taken place in balance of payments statistics as Exchange Control sources of information have been replaced by direct approaches to trade and industry. The main developments in labour statistics have been the collection by means of regular sample inquiries of new information about the occupational structure of manufacturing industry, and information about occupational earnings in these industries. Regular statistics of movements in average salaries in a wide range of industries are also now collected and published. Many of the principal series of labour statistics are now analyzed regionally.

New inquiries started during this period outside these fields include the Ministry of Labour's continuing sample survey of family expenditure, which began in 1957; the Ministry of Transport's survey of the usage of motor vehicles, which began in 1961, and their first comprehensive area transport survey, covering public and private road passenger transport movements, road freight movements and rail movements, which was started for the Greater London area in 1962; the Board of Trade's monthly inquiry into the turnover of the catering trades (including licensed houses) extending back to 1960, and their monthly inquiry into the turnover of the motor trades, starting from January 1963.

The article on the incidence of taxes and social service benefits is the second of a series of studies by the Central Statistical Office of redistribution of incomes through taxes and benefits.

TRADING WITH EFTA SUPPLEMENT

A 68-page supplement on 'Trading with the European Free Trade Association' will be published in next week's issue of the Board of Trade Journal.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:
Electric Lamps for December 1963.
Locomotives for December 1963.
Pottery and Electrical Ware for December 1963.
Cars and Commercial Vehicles for January 1964.
Wood Chipboard for January 1964.

Quarterly at 7s. 6d. a year, post free:
Carpets and Rugs for September-November 1963.
Colours for October-December 1963.
Lace for October-December 1963.
Polishes for October-December 1963.

Census of distribution, 1961

THE FOLLOWING part of the Report on the Census of Distribution and Other Services, 1961 is now available and copies may be obtained from H.M. Stationery Office:

Part 13 – Area Tables – Scotland. Price 4s., postage 4d. extra.

Rubber stockpile disposals

SEVEN HUNDRED AND SEVENTEEN tons of rubber from the Board of Trade's stockpile has been sold this month for delivery as follows:

March	22 tons
April	320 tons
May	50 tons
June	325 tons

There is now approximately 2,000 tons of rubber remaining in the stockpile.

Gold reserves in February

THE gold and convertible currency reserves fell by £17 million to stand at £938 million on February 29.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday March 6, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Look at Life Series 20:					
Do it Yourself	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29242	9	March 2
Anthony Gross	Connoisseur Films Ltd.	The British Broadcasting Corporation	Br/E 29243	19	March 2
Nothing but the Best	Warner-Pathe Distributors Ltd.	Domino Productions Ltd.	Br/E 29245	100	March 4
Downfall	" "	Merton Park Productions Ltd.	Br/E 29247	58	March 4
Hot Enough for June	Rank Film Distributors Ltd.	The Rank Organization Film Productions Ltd.	Br/E 29248	96	March 4
The Rise and Fall of Emily Sprod	British Lion Films Ltd.	Biographic Four Ltd.	Br/E 29250	9	March 5
The Boy and the Pelican	" "	Wessex Film Productions Ltd.	Br/E 29251	18	March 5
Stars in the Ground	" "	Gerald Holdsworth Productions Ltd.	Br/E 29252	17	March 5
Position of Trust	Warner-Pathe Distributors Ltd.	Merton Park Productions Ltd.	Br/E 29253	33	March 5
Movietone News 1812A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29001	8	March 6
Movietone News 1813	" "	" "	Br/E 29002	7	March 6
Pathe News 64-19	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29066	8	March 6
Pathe News 64-20	" "	" "	Br/E 29067	8	March 6
		FOREIGN			
Captain Newman, M.D.	Rank Film Distributors Ltd.	Universal International Films Inc.	F 29244	124	March 4
The Comedy of Terrors	Warner-Pathe Distributors Ltd.	American International Pictures Inc.	F 29246	83	March 4
Night Train (Pociag)	Curzon Film Distributors Ltd.	Film Polski, Warsaw	F 29249	92	March 5
Eternity for Us	S.F. (Film) Distributors Ltd.	Les Films Univers, Paris	F 29254	94	March 6

AMENDMENTS TO THE REGISTER:
The film 'The Call of the Savage' (F 11890) registered in 1935 as a serial in 12 episodes has been amended for distribution as one film under the title of 'Savage Fury' with a playing time of 74 minutes (6,660 feet).
The film 'The Jungle Queen' (F 8971) registered in 1946 as a serial in 13 episodes has been amended for distribution as one film under the title of 'Jungle Safari' with a playing time of 69 minutes (6,210 feet).

WHOLESALE PRICE INDICES

Prices of materials increased further in February

PRICES OF MATERIALS and fuel used in the non-food sector of manufacturing industry increased further in February. In the first two months of this year they were 2½ per cent up on the fourth quarter of 1963 and some 6 per cent higher than a year earlier. In the food sector, prices of materials and fuel averaged nearly 1¼ per cent less than in the fourth quarter, though some 6 per cent higher than in the first quarter of 1963.

Output prices seem to have been rising rather faster in recent months. In January-February, the index of all manufactured products sold in the home market, excluding food, drink and

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962	1963				1963						1964	
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Feb.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	100·4	102·1	102·1	101·5	106·3*	102·0	100·2	103·1	106·6	106·2	106·3*	107·4*	107·3*
	Basic materials	95·7	97·5	97·5	96·8	102·1*	97·4	95·3	98·5	102·4	101·9	102·0*	103·4*	103·1*
	Fuel	137·1	137·5	137·5	137·8	138·6*	137·6	137·7	138·2	138·2	138·8	138·8*	139·0*	139·0*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	102·5	103·6	104·2	104·2	106·1*	103·4	104·1	104·1	104·9	106·5	106·8*	107·8*	108·6*
	Basic materials other than fuel	96·5	97·7	98·4	98·3	100·4*	97·4	98·2	98·1	99·1	100·9	101·2*	102·4*	103·3*
211 to 229	Materials and fuel used in the food manufacturing industries.	96·1	98·7	97·5	95·9	106·1*	99·0	92·4	100·7	109·1	104·7	104·4*	105·8*	103·5*
263 to 277	Materials and fuel used in the chemicals and allied industries.	104·3	105·1	106·9	107·9	108·9*	105·2	107·9	108·0	108·6	109·0	109·1*	109·3*	109·4*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	130·5	130·6	130·7	130·7	131·4*	130·6	130·7	130·7	131·0	131·2	131·9*	132·6*	132·9*
361	Materials and fuel used in the electrical machinery industry.	120·3	120·4	120·7	120·9	121·5*	120·5	120·8	120·9	121·2	121·4	121·9*	122·3*	122·6*
Order X	Materials and fuel used in the textile industries	91·4	94·5	95·6	96·0	100·0*	94·2	95·9	95·8	98·5	100·8	100·7*	101·5*	101·5*
Order XIV	Materials and fuel used in the timber industries	108·9	109·2	109·6	109·8	111·0*	109·2	109·9	109·9	110·3	111·2	111·7*	112·5*	112·5*
Order XV	Materials and fuel used in the paper industries	104·2	105·2	105·6	106·9	108·3*	105·2	106·9	107·0	107·4	108·7	108·7*	109·5*	109·5*
Order XVII	Construction materials	120·8	121·0	121·4	122·3	123·1*	120·9	122·4	122·4	122·8	123·1	123·5*	123·9*	124·0*
Part of Order XVII	House building materials	120·6	120·7	121·1	122·2	123·0*	120·7	122·2	122·3	122·4	123·4	123·5*	124·0*	124·1*

* Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962	1963				1963						1964	
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Feb.	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.
Orders III to XVI	All manufactured products: Total sales	118·7	119·0	119·5	119·9	120·8*	119·1	119·7	120·3	120·8	120·7	121·0*	121·3*	121·4*
	Home market sales	119·2	119·6	119·9	120·2	121·2*	119·7	120·0	120·6	121·1	121·1	121·5*	121·9*	122·0*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	120·1	120·3	120·8	§121·3	121·8*	120·4	§121·2	§121·5	§121·6	121·8	122·0*	122·3*	122·4*
	Home market sales	121·1	121·4	121·8	122·1	122·6*	121·5	122·0	122·2	122·3	122·5	123·0*	123·4*	123·5*
211 to 229	Products of the food manufacturing industries: Home market sales	112·3	113·3	113·1	113·5	117·1	113·4	112·3	115·3	117·6	116·3	117·4	118·0*	118·1*
263 to 277	Chemicals and allied industries: Total sales	102·2	102·4	102·9	103·6	104·0*	102·2	103·5	103·7	104·0	104·1	104·0*	104·0*	104·1*
	Home market sales	103·9	104·1	104·5	104·7	105·1*	104·0	104·6	104·6	105·0	105·1	105·2*	105·3*	105·3*
311 and 312	Iron and steel industries: Total sales	129·0	129·0	128·7	128·7	128·8	129·0	128·7	128·6	128·7	128·8	128·9	129·0*	129·1*
	†Home market sales	133·8	133·9	133·7	133·7	133·8	133·9	133·7	133·6	133·7	133·8	133·9	134·0*	134·1*
Order X	Textile industries other than clothing: Total sales	103·9	104·8	105·4	105·9	106·8	104·9	105·8	106·1	106·3	106·8	107·3	107·7*	107·8*
	Home market sales	102·5	103·0	103·6	104·0	104·9	103·1	103·9	104·1	104·2	104·9	105·5	106·1*	106·3*
Order XII	Clothing and footwear: Home market sales	110·6	110·5	110·6	110·8	111·0	110·5	110·8	110·8	110·9	111·1	111·2	111·8*	111·9*
Order XIV	Timber industries: Home market sales	112·1	112·0	112·1	112·3	113·3*	112·0	112·3	112·3	112·8	113·4	113·7	114·3*	115·3*
481 to 483	Paper industries: Home market sales	111·1	111·3	111·3	111·7	112·2*	111·3	111·8	112·0	112·0	112·1	112·4*	113·2*	113·4*
Order XVII	New construction‡	123	125	126	126	127*			126			127*		

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs: figures relate to average for the quarter.
§ Revised figures. July 1963: 121·2.

(*Continued on page 579*)

Simpler export documents

BY JOHN NORMAN, SECRETARY TO THE JOINT LIAISON COMMITTEE ON DOCUMENTS USED IN THE INTERNATIONAL CARRIAGE OF GOODS

For a long time exporters have complained about the labour of completing forms. Moves to make the job easier are afoot both in Britain and abroad. What has been done already?

A GOOD DEAL of work on the rationalization and standardization of export documents has been done, and much credit goes to Sweden who since 1955 have been leaders in the field. The work of its Trade Documents Committee culminated in a set of documents which can be filled in simultaneously and which has come into general use not only in Sweden but among its Scandinavian neighbours.

Great savings have been claimed by companies which employ the method. Typing and checking of documents is greatly reduced. One Scandinavian firm reported a 70 per cent saving in documentation costs, another cuts its export department from 51 to 38 persons, another was able to transfer 7 typists to other work, and so on.

The Swedish initiative was brought to the attention of the United Nations Economic Commission for Europe which set up a Working Party in 1960 to study the simplification and standardization of export documents. Many different ideas, from the many countries represented on the Working Party, on the size and layout of documents have been considered by this body but in October 1963 agreement was reached on a layout for all kinds of trade documents. Documents are being considered by many other national and international bodies. The introduction of two alternative standard bills of lading by the International Chamber of Shipping, in consultation with the International Chamber of Commerce, one of which corresponds to the Economic Commission for Europe layout, represented the first really important international standard adopted in this sphere. One of these, known as the Model B Bill of Lading is printed on international size A4 paper (11·69 in. x 8·27 in.). Forms of this size also found favour with the majority of the member countries of the ECE Working Party. In October 1963, the Working Party agreed to recommend acceptance of a single standard Layout Key on A4 size paper as the basis for the design of all export forms in countries using the Model B Bill of Lading. Although this decision is likely to help exporters in other European countries because the ECE Layout Key corresponds exactly with the Model B Bill of Lading, it does not provide as neat an answer to the problems facing Britain where shipowners for some time have progressively introduced the other internationally agreed Bill of Lading, known as Model A, which is printed on paper 11·69 in. square.

What has been done in Britain?

The Board of Trade, late in 1961, invited a number of organizations concerned with export documents in Britain to form a national committee to keep abreast of all developments in the simplification of documents used in the international carriage of goods. The terms of reference, organization and membership of this Committee (whose abbreviated title is JLCD) are detailed on page iv. Having informed itself about the progress already made in Europe and by member bodies the Committee set to work to study in detail the problem of helping exporters in Britain to complete forms more easily and cheaply.

In their studies they had the assistance of a small team of Treasury O & M experts to help them on the technical aspects of forms design and document reproduction systems. The team have looked closely at the problems and requirements of exporters, shipping and forwarding agents, port authorities, insurance companies, Government Departments, shipowners and other organizations concerned with the export of goods.

Much of the work in filling in forms arises because consignment details have to be entered on all export documents. But because these at present differ in size and layout there is no alternative to filling them in separately, which means entering the same information over and over again. This is costly in staff time and is open to error. Could a machine take care of this repetitive work? Yes, if as many exports forms as possible were printed on the same size paper and common items of information occupied the same position on each form. The design and layout of an individual form in relation to others with which it is commonly used can be conveniently described as an aligned series.

An aligned series

Where a series can be arranged in this way it then becomes practicable to record on a single master document all the information required on all the forms in the series. Details on the master which are not required for a particular form can be suppressed at the printing stage. This offers the obvious advantage that one document only needs to be typed and, once its details have been checked, the accuracy of all other documents in the series is assured. This system, using spirit duplicating techniques, is the one which has proved to be so successful in Scandinavia.

The JLCD therefore looked carefully at the export forms in use in Britain to see if it was possible to arrive at an acceptable standard size and layout on which an aligned series could be based. As this country is predominantly concerned with exports by sea, the Committee considered whether it was practicable to include the Bill of Lading in any future aligned series. The agreement reached by British Shipowners to replace a multiplicity of different designs and sizes of Bills of Lading with a single standard design and size has unquestionably been the most significant step so far taken in rationalizing export documentation in this country. The Model A Bill of Lading now accepted by British Shipowners and coming into general use in this country is the larger of the two sizes recommended by the International Chamber of Shipping. Technical and costing studies showed that the only way of including it in an aligned series would be to adopt its dimensions and design for all other forms. After carefully considering all the factors involved the JLCD decided that documents of this size (11·69 in. square) would be too large for most exporters. They came to the conclusion that the best hope of achieving progress in the immediate future would be to exclude the Bill of Lading from an aligned series and to find an acceptable alternative size for other export forms.

Accordingly, the Committee analyzed in detail the particulars of 5,500 consignments sent by sea to all parts of the world. They measured the space occupied by marks and numbers, counted the characters appearing in items of description and so on and found that a layout could be devised on A4 paper (11·69 in. x 8·27 in.) which could accommodate the particulars of more than 80 per cent of the consignments examined.

At their meeting on February 18, 1964, the JLCD agreed in principle to recommend to member bodies that an attempt should now be made to design an aligned series of export forms (excluding the Bill of Lading) on A4 size paper. *(An illustration of some present forms and of possible aligned series is given overleaf).*

The machine for the job

Benefits from an aligned series will not be gained unless the forms can be used with a reliable mechanical document reproduction method which allows information on the master to be suppressed

(Continued on page iv.)

OPPORTUNITIES FOR EXPORTERS

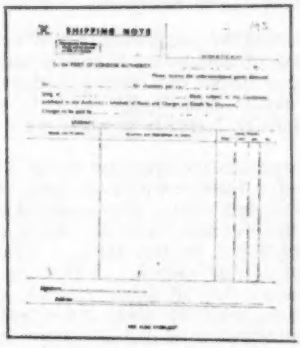
Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

A PLAN TO SIMPLIFY EXP

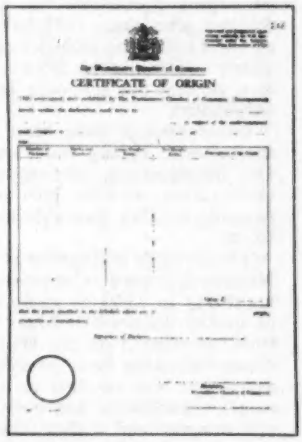
The scale of reproduction of the forms does not allow illustration of lay-out detail.

IF THESE FORMS WERE OF THE SAME SIZE AND LAYOUT THEY COULD ALL BE RUN-OFF FROM A SPIRIT-DUPLICATING MASTER

THE PRESENT FORM

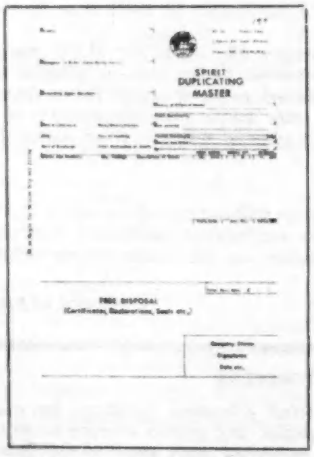


SHIPPING NOTE

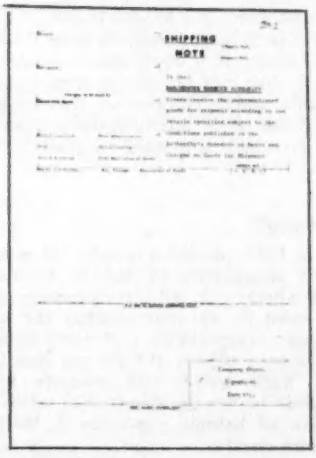


CERTIFICATE OF ORIGIN

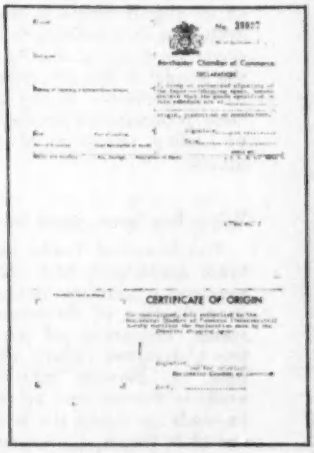
A POSSIBLE ALIGN



SPIRIT-DUPLICATING MASTER



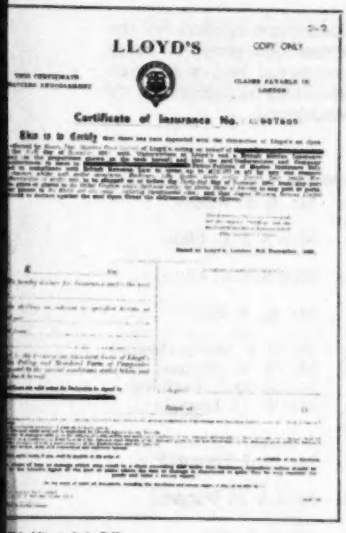
SHIPPING NOTE



CERTIFICATE OF ORIGIN

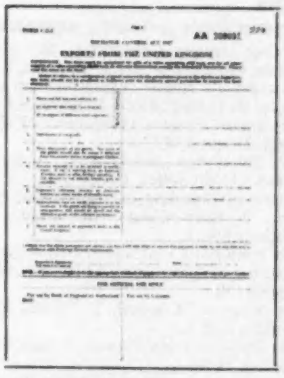
ORT DOCUMENTS

S

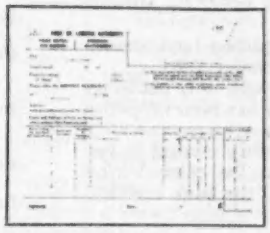

LLOYD'S COPY ONLY

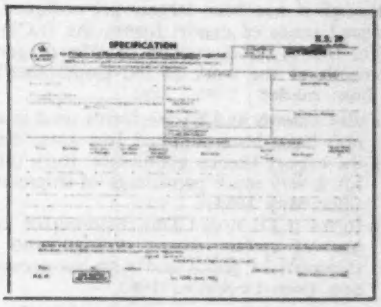
Certificate of Insurance No.

SURANCE
RTIFICATE


EXPORTS FROM THE UNITED KINGDOM

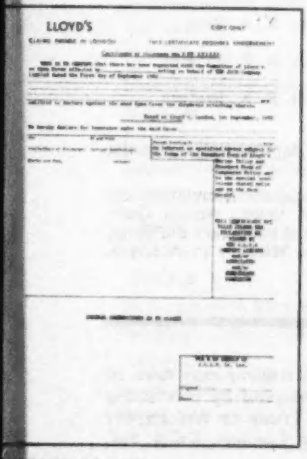
EXCHANGE
CONTROL CD6


PORT RATES
RETURN

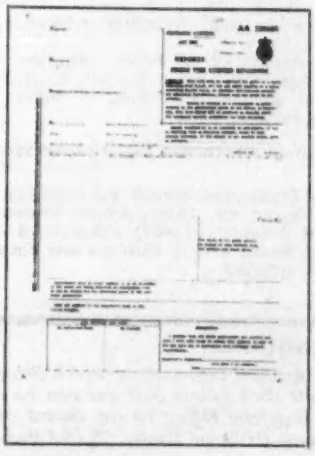

SPECIFICATION

CUSTOMS
ENTRY XS 29

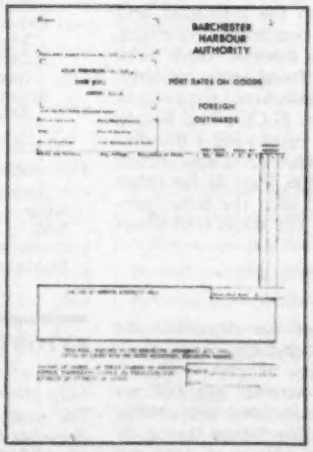
ED SERIES ON A.4 PAPER


LLOYD'S COPY ONLY

NSURANCE
ERTIFICATE


EXPORTS FROM THE UNITED KINGDOM

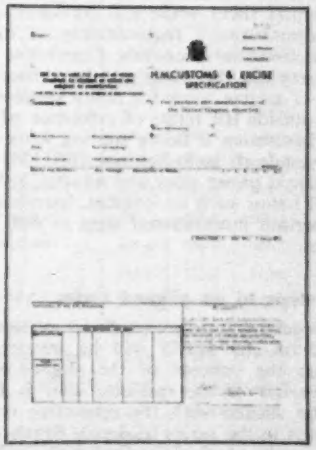
EXCHANGE
CONTROL CD6


BARCHESTER HARBOUR AUTHORITY

PORT RATES ON GOODS

FOREIGN OUTWARDS

PORT RATES
RETURN


H.M.CUSTOMS & EXCISE SPECIFICATION

CUSTOMS
ENTRY XS 29

SIMPLER EXPORT DOCUMENTS *continued.*

easily. There is a wide range of reproduction machines in use in exporters' offices. The method used must be acceptable to firms of all sizes and resources. The equipment must be reliable, inexpensive and easy to operate. For these reasons, spirit duplicating, a technique which is already widely used, has been recommended.

The documents for an aligned series

The following forms might be considered for inclusion in an aligned series

(1) Shipping Note.
(2) Customs Entry (XS29).
(3) Insurance Certificate.
(4) Port Rate Schedule.
(5) Certificate of Origin.
(6) Exchange Control Form (CD6).

If it is possible to get agreement on a standard size and layout for these documents the way would be clear for exporters to redesign certain of their own domestic forms and letters around the spirit master, for example, packing and despatch notes, and in this way achieve further economies.

What other documents have been simplified?

Although it has been largely pre-occupied with consideration of an aligned series of export forms, the JLCD has nevertheless been a useful forum for discussion of other export document problems. As a result of the work of the Committee the following changes have been made:

(i) all Customs and Excise forms used in exporting (and importing) have been supplied free since September 1963,
(ii) the export licence application form (although only necessary for a very small percentage of shipments) has been simplified since May 1963,
(iii) forms (CD3 now CD6) required for currency control in respect of certain export consignments can be entered *after* shipment of goods and with no necessity for bank certification since December 1963.

The Board of Trade continues its efforts to persuade those relatively few countries who require various forms of consular certification on export documents by pressing for the abolition of these requirements in international bodies such as the Customs Co-operation Council and the General Agreement on Tariffs and Trade organization. More recently the Government have consulted with Commonwealth Governments about Commonwealth certificates of value and origin in order to reduce the number of their variants. The Governments concerned have now agreed to a detailed study of these documents to see if it is possible to simplify and standardize them while still conforming to the legislative and essential administrative requirements of the countries concerned. The Commonwealth Economic Committee in London have been asked to carry out the study and have been offered technical help.

There is of course room for many simpler documents required in commerce outside the terms of reference of the JLCD. The British Standards Institution is doing sterling work in producing a number of British standards including one (BS3176) which gives full details of international paper sizes and another (BS1808, Part I) for other commercial forms such as invoices, letterheads, etc.; the latter provides for certain international sizes as well as for some traditional British sizes.

The next steps to an aligned series

In the weeks immediately ahead certain of the organizations represented on the JLCD will be inviting comment from their members on the concept of the aligned series of export forms, described earlier. If the majority view is favourable, negotiations will then be started with the respective organizations responsible for the forms in the series to decide firmly on the future layout. If agreement can be reached the Committee will be able to recommend exporters to use the system and reap the benefits.

This will be a major step forward, it will keep Britain well up and largely in step with the progress in documentation simplification being made abroad and will give exporters a valuable aid to efficiency in a highly competitive world.

Joint Liaison Committee on Documents used in the International Carriage of Goods

THIS COMMITTEE is a large and informal body comprising representatives from Government departments and private organizations directly concerned with exports. It was established by the Board of Trade in February 1962 in order to keep in step the efforts by these bodies to reduce the complications of paperwork involved in export sales. The Treasury has placed at the Committee's disposal an Organization and Methods team to study the forms at present in use and to submit its findings to the Committee. This team has been working in close association with industrial and commercial associations.

Terms of reference

The Committee's terms of reference are:

To survey the whole range of existing documents needed for the international carriage of British goods; to examine progress being made by commerce, Government and international bodies towards simplification; to have regard to the documentary requirements of importing countries; and to make recommendations.

Membership

The organizations providing representatives are:

Accepting Houses Committee, St. Albans House, Goldsmith Street, London, E.C.2.	Mr. B. S. Wheble
Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.	Miss S. I. L. Elkin
British Export Houses Association, 68 Queen Street, London, E.C.4.	Miss S. I. L. Elkin
British Insurance Association, Aldermary House, Queen Street, London, E.C.4.	Mr. K. A. Boot
Chamber of Shipping of the United Kingdom, 3 Bury Court, St. Mary Axe, London, E.C.3.	Mr. D. F. Martin-Jenkins Mr. W. R. Macrae Mr. R. B. C. Farthing
British National Committee of International Chamber of Commerce, 52 High Holborn, London, W.C.1.	Mr. W. G. Harrold
British Shippers' Council, 21 Tothill Street, London, S.W.1.	Mr. N. J. Freeman
British Standards Institution, 2 Park Street, London, W.1.	Miss A. E. Wiegand
Committee of London Clearing Bankers, 10 Lombard Street, London, E.C.3.	Mr. E. Foster
Federation of British Industries, 21 Tothill Street, London, S.W.1.	Miss J. Whitford
Institute of Export, 14 Hallam Street, London, W.1.	Mr. H. W. Phillips
Institute of Shipping and Forwarding Agents, 75 Cannon Street, London, E.C.4.	Mr. E. F. Keat
International Air Transport Association (United Kingdom Facilitation Representative), Berkeley Square House, Berkeley Square, London, W.1.	Mr. F. B. Johnson
Lloyds, Stafford House, King William Street, London, E.C.4.	Mr. K. A. Boot
National Association of British Manufacturers, 6 Holborn Viaduct, London, E.C.1.	Mr. B. F. Boothby
Society of Shipping Executives, 37 Soho Square. London, W.1.	Mr. R. K. Bridges

The following Government departments send representatives to the Committee:

Board of Trade (who provide the Chairman and the Secretariat; the latter is at Room 106, Queen Anne's Mansions, Queen Anne's Gate, S.W.1), H.M. Treasury (whose O. and M. team are at Sanctuary Buildings, Great Smith Street, S.W.1), Customs and Excise, Ministry of Aviation, Ministry of Transport.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 422 of February 21 issue.

tobacco, was about 1 per cent higher than in the fourth quarter, compared with an increase of 0.5 per cent between the third and fourth quarters and quarter-to-quarter increases averaging about 0.3 per cent over the previous two years or so.

Materials and fuel used in broad sectors of industry

The fall of 2 per cent in the food index in February was largely attributable to lower prices for sugar and imported cereals. Excluding sugar, prices of food materials were marginally higher in the first two months of this year than in the previous quarter and more than 7 per cent up on a year earlier. The indices for mechanical engineering and electrical machinery rose again and have risen by twice as much in the last five months as in the twelve months ending last September. There was also a further small rise in the average prices of materials used in the chemicals industries, and these are now some 4 per cent more than a year earlier. The indices for the textile industries, the timber industries and the paper industries were unchanged in February at a level some 1 to 1½ per cent higher than in the last quarter of 1963.

Prices of construction materials and of house building materials edged up a little more and are about 3 per cent up on a year earlier.

Output of broad sectors of industry

There was only a marginal increase in the prices of food products in February, but in the first two months of the year they were, on average, about 1 per cent more than in the previous quarter and some 4·5 per cent higher than in the first quarter of 1963. The indices for the other broad sectors of industry included in Table 2 all edged up further in February, apart from the index for chemicals.

3 (a). Commodities produced in the United Kingdom — 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 21, 1964. (monthly averages)

	1963			1964	
	Feb.	Aug.	Dec.	Jan.	Feb.
Coal†	155·8	151·4	156·2	156·2*	156·3*
Slates	150·7	161·1	161·1	161·1	161·1
Salt	114·3	114·0	114·0	114·0	114·0
Flour	110·9	112·6	116·2	119·3	119·3
Sugar, refined	128·7	89·7	128·2	130·9	122·7
Chocolate and sugar confectionery	105·8	107·0	107·1	106·8	106·8*
Beer	103·7	107·1	107·6	107·6*	107·6*
Tobacco and cigarettes	126·8	126·8	126·8	126·8	126·8
Hard coke	164·0	164·0	164·0	164·0	164·0*
Motor spirit, standard grade (including duty)	109·4	109·4	109·4	109·4	109·4*
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9*
Lubricating oils and greases	126·6	128·4	128·4	128·4	128·4*
General chemicals	98·9	98·8	98·8	98·6*	98·6*
Pharmaceutical chemicals	66·1	65·9	65·6	65·6*	65·6*
Pharmaceutical preparations	98·5	98·2	98·1	98·0*	98·0*
Toilet preparations	128·3	129·7	130·0	130·7*	132·0*
Paint for building and decorating	112·9	113·6	113·5	113·5*	113·6*
Soap	134·8	135·3	136·2	136·8*	137·0*
Soapless detergents	100·8	100·7	100·7	101·0*	101·2*
Synthetic resins and plastic materials	77·6	76·8	76·8	76·7*	76·7*
Steel sheets	133·7	132·3	132·5	132·5	133·0
Tinplate	120·3	119·8	120·3	120·3	120·3
Other steel goods (excluding tubes)	133·5	133·4	133·6	133·8	133·7*
Steel tubes	138·7	138·8	139·1	139·3	140·6
Iron castings	143·1	142·8	143·7	145·4*	145·8*
Aluminium and aluminium alloy products:					
Extruded and drawn	132·3	132·3	136·4	138·8	138·8
Rolled	122·8	122·8	127·0	129·4	129·4
Castings	128·3	134·2	134·2	136·8	136·8
Forgings	128·7	128·7	130·0	133·9	133·9
Brass, ingot 65-35, B.S. 1400: B3, delivered	95·6	95·7	100·2	102·4	107·0
Photographic paper and films, etc.	123·2	124·7	125·3	125·4	125·4*
Spectacles, etc.	121·5	122·4	122·4	122·4	122·4*
Dental goods	129·7	131·0	131·2	131·2	131·2*
Gramophone records	119·9	138·5	138·5	138·5	138·5*
Domestic electrical appliances	99·4	99·7	99·5	99·5*	99·5*
Perambulators, etc.	121·4	122·7	122·7	122·7*	122·7*
Tools and implements	137·9	138·0	138·6	140·3	141·7*

	1963			1964	
	Feb.	Aug.	Dec.	Jan.	Feb.
Cutlery	129·9	130·4	130·4	131·3*	131·3*
Cutlery (other than razors and razor blades)	126·3	127·8	127·8	130·4*	130·4*
Spoons and forks	140·5	143·0	143·0	144·9*	145·9*
Galvanized cisterns, tanks and cylinders	145·0	151·1	157·1	157·1	157·1
Domestic hollow-ware	138·5	140·2	140·2	142·8	144·2*
Domestic gas appliances	110·8	110·6	110·6	110·6	110·6
Cotton yarn	88·8	89·0	90·9	91·2	91·4
Spun rayon yarn	91·1	96·7	97·8	98·3	98·8*
Irish linen yarns (wetspun)	110·0	113·6	121·4	125·2	125·6
Cotton cloth	95·5	94·9	96·4	96·9*	96·9*
Linen	110·5	113·2	125·0	125·9	126·9*
Rayon and acetate fabric	111·3	110·8	111·8	111·9	112·2*
Wool tops	84·7	90·3	98·4	98·3	99·2
Worsted yarns	94·4	98·1	102·8	102·6	103·2
Harris tweed	100·0	102·8	108·3	108·3	108·3
Serge cloth	95·0	97·4	101·4	101·4	102·9
Jute yarn	105·7	104·2	104·2	104·2	104·2
Jute piece-goods	107·1	106·2	112·4	112·4	112·4
Rope, twine and net	113·8	124·1	126·3	126·6	127·1
Hosiery and other knitted goods	94·9	96·7	97·5	96·1*	96·2*
Carpets and rugs	119·1	119·4	119·4	127·3	127·4
Canvas goods and sacks	107·9	100·1	98·2	100·9	98·5*
Leather for footwear	105·2	103·7	105·0	105·5	105·5*
Travel goods	118·7	118·7	120·0	121·8*	122·7*
Made-up clothing	109·6	109·8	110·4	110·9*	110·9*
Weatherproof outerwear	102·1	101·9	102·0	102·5*	102·5*
Men's and boys' tailored outerwear	111·2	111·5	111·9	113·0*	113·0*
Women's and girls' tailored outerwear	107·0	108·0	109·3	109·7	109·7
Women's and girls' light outerwear	108·4	108·6	109·2	109·2*	109·2
Footwear (excluding rubber)	112·1	112·3	112·2	112·9*	113·0*
Refractory goods, including bricks	144·6	144·6	145·4	145·4	145·4*
Non-refractory goods, including bricks	123·1	126·5	126·7	126·8*	127·1*
Building bricks, common, other than fletton, *ex works.*	124·7	127·5	128·0	128·2*	128·4*
Building bricks, fletton common, *delivered.*	115·8	119·3	119·3	119·3	119·3*
Electrical porcelain	123·8	123·8	128·4	128·4	128·4*
Domestic china and earthenware	135·5	136·3	136·3	136·3*	136·9*
Glass (other than containers)	129·0	131·6	132·8	132·8*	132·8*
Glass containers	118·4	118·4	118·4	118·4	118·4 *

* Provisional figure. † This index is based on prices ruling on the last day of the month.

(Tables continued on next page)

3 (a). (*Continued*). Commodities produced in the United Kingdom — 1954 = 100

(monthly averages)

	1963			1964	
	Feb.	Aug.	Dec.	Jan.	Feb.
Cement, delivered	120·0	124·4	124·4	124·4*	124·4*
Abrasive paper and cloth	126·9	126·9	128·7	128·7	128·7*
Cast stone and cast concrete products	109·1	109·0	114·6	114·9*	114·9*
Home-grown hardwood	97·4	101·5	101·5	101·6*	101·4*
Domestic furniture	116·3	116·6	116·7	117·5*	118·7*
Bedding, etc.	109·1	109·1	109·1	110·3	110·3*
Wooden boxes, packing cases, crates, etc.	115·2	115·4	116·1	116·1	118·8
Paper and board	109·7	110·0	110·9	111·5	111·9*
Cardboard boxes, cartons and fibreboard packing cases	110·2	110·5	110·9	111·7*	111·9*
Wallpaper	131·2	131·2	131·7	133·8	133·8*
Paper bags	112·2	116·2	118·4	118·4	118·4
Manufactured stationery	119·1	118·4	118·4	118·5	118·9*

	1963			1964	
	Feb.	Aug.	Dec.	Jan.	Feb.
Other manufactures of paper and board	102·1	103·5	103·9	105·3	105·3
Rubber tyres and tubes	122·6	123·4	123·4	123·4*	123·4*
Rubber goods (other than tyres and tubes)	115·3	114·0	114·9	114·9*	114·9*
Rubber footwear	125·9	125·9	125·9	125·9*	125·9*
Linoleum and felt base	126·5	130·9	131·1	133·8	135·3*
Brushes and brooms	134·0	135·2	135·2	137·1*	138·3*
Toys and games	118·1	119·0	119·0	120·6*	120·6*
Sports equipment	133·8	133·8	134·0	134·0*	134·0*
Pens and pencils	113·3	114·0	114·0	114·0*	114·0*
Other stationers' goods	126·9	126·9	126·9	126·9	130·3
Plastic mouldings	103·5	103·5	103·2	103·3*	103·3*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom — 1954 = 100

(monthly averages)

	1963			1964	
	Feb.	Aug.	Dec.	Jan.	Feb.
Hides and skins	82·6	75·8	77·8	77·4	78·0*
Imported	90·9	82·1	85·1	84·9	85·9
Native	70·2	66·4	66·8	66·2	66·2*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	115·4	115·4	117·9	117·9	117·9
Copper, ex-ship, wharf or warehouse	94·2	94·2	94·8	95·6	101·2
Lead, ex-ship, wharf or warehouse	56·7	69·5	77·1	81·9	83·9
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	118·3	125·7	140·3	144·6	154·1
Zinc, ex-ship, wharf or warehouse	88·9	97·6	121·0	122·4	125·4
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	110·4	106·0	115·2	118·7*	118·7*
Palm oil, c.i.f., in bulk	93·3	97·5	100·3	101·0	101·0*
Whale oil, acid, soft, naked, ex-works	54·9	64·4	69·5	69·5*	69·5*
Pyrites, c.i.f., United Kingdom ports	56·6	60·0	59·4	59·4	58·3
Rubber, No. 1 R.S.S. one month future	116·0	103·0	99·4	94·5	98·4
Sulphur, crude (for acid making), c.i.f.	67·8	65·6	65·6	62·9	62·9

	1963			1964	
	Feb.	Aug.	Dec.	Jan.	Feb.*
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	154·9	157·0	158·0	156·9	156·5
Cotton, raw	72·0	70·9	72·4	72·6	72·8*
Jute, raw, 'Mill Lightnings', c.i.f. Dundee	129·3	117·0	120·5	120·8*	120·8*
Jute, raw, 'Mill Hearts', c.i.f. Dundee	112·5	112·0	114·8	115·1*	115·1*
Silk, raw, delivered mill	165·3	136·6	124·2	114·7	113·5*
Sisal, East Africa No. 1 Grade, c.i.f. London	160·4	172·7	172·7	172·7	172·7*
Wool, raw	82·9	87·8	98·2	99·7	102·5*
Crossbred, medium and coarse, c.i.f. U.K.	88·9	100·9	115·5	117·7	119·0
Crossbred, fine, c.i.f. U.K.	85·2	90·7	101·6	103·1	106·1
Merino, c.i.f. U.K.	79·0	81·3	89·2	90·8	94·0
Timber:					
Imported hardwood (ex-yard or wharf)	109·7	109·9	111·6	111·0*	111·3*
Imported plywood (delivered to consumers)	99·0	99·9	100·5	101·0	101·0*
Imported softwood (delivered to consumers)	103·5	104·7	108·0	109·6	109·6*
Woodpulp, imported	93·6	96·4	98·7	100·3*	100·3*

* Provisional figure.

NOTES ON WHOLESALE PRICES

The notes on index numbers of wholesale prices (1954 = 100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 21, 1964.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hilligate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7299 or 7250.

Total assets exceed Rls.3,852,9046,00

BANK BAZARGANI IRAN

Rls. Capital 500,000,000

Head Office: TEHERAN, IRAN.

Conducts all classes of domestic and foreign business. The Foreign Department in Teheran and Representative Offices abroad will welcome enquiries.

Representative Offices: London - 91 Moorgate, E.C.2. Telephone: Monarch 8425/6. Hamburg - 10 Bleichenbrücke, Hamburg 36. Telephone: 344626/7.

Government surplus sales by auction

WAR OFFICE

1964	Stores	Location	Auctioneers
Mar. 19 .	Plant, engineering, electrical and miscellaneous stores.	Technical Stores Sub-Depot, Wem, Salop. .	Hall, Wateridge & Owen (Dept. L) High Street, Shrewsbury. (Tel. 2081).
Mar. 24-25 .	Miscellaneous stores including: . .	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 73).

41,000 black berets; 3,000 blankets; clothing: buckles; buttons; gloves; 3,700 pairs rubberized leggings and 200 pairs of leather knee boots; 24,000 twist drills; 4,700 reamers; 92 vices; 1,150 breast drills; 6,000 hammers; micrometers; nuts and bolts; tool kits; reamer sets; taps and dies; shackles; 7,000 tarpaulins and canvas covers; cordage; 20,000 clasp knives; 266,000 safety razors; 140 bacon slicing machines; 16,000 goggles; paint; varnish; 27,000 steel binning shelves and dividers; modern bedsteads and bedroom suites; dining room furniture; office tables; folding tables; chairs; carpets and mats; kitchen equipment, etc.

April 9 .	Machine tools and miscellaneous stores .	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray. (Tel. 3081).
April 14 .	Miscellaneous stores	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – MACHINE TOOLS

Automatic; horizontal broch; radial and single-spindle drills; cylinder, surface, universal and thread grinders; capstan, turret, centre, copy, disc and relieving lathes; horizontal and profile millers; presses; swing, honing, tapping machines, etc.

Location: W.D. Storage Depot, Ruddington, Notts.

Application for tender forms to War Office, Directorate of Sales 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by 10 a.m. April 9, 1964. Permission to view on presentation of tender forms only.

AIR MINISTRY

1964	Stores	Location	Auctioneers
Mar. 19 .	The sale will include a large quantity of huts including Nissen, Quonset, Armco, Seco and wooden huts, also underground fuel tanks, steel tower, gantry and miscellaneous equipment.	Royal Air Force Stations, Sturgate, Kelstern and Fulbeck, Lincolnshire.	Drewery & Wheldon, 16 Market Street, Gainsborough, Lincs. (Tel. 2073).
April 3 .	The sale will include timber and brick huts, underground cable and tanks, railway tracks, floodlights, fencing and concrete paving slabs and miscellaneous equipment.	Royal Air Force Station, Mepal, Ely, Cambs.	George Comins & Son, 3 Chequer Lane, Ely, Cambs. (Tel. Ely 2265).
April 23 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292).
April 29 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
May 14 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALE

Tenders are invited for the purchase and removal of (a) a Robin hangar (approximate size 100 ft. by 60 ft.) at Christchurch, Hampshire, and (b) huts (largest approx. 80 ft. by 20 ft. at Cosford (Nr. Wolverhampton), Hereford, York, Kinloss and Lerwick (Scotland) and a circular water tank at Leuchars (Scotland). (c) 2 T2 hangars (approximate size 240ft. by 120ft.) and a 'Seco' timber framed building (approximate size 130ft. by 20ft.) at Merryfield, Somerset. Apply within seven days of the date of this notice to Air Ministry A.F.C.19a, London, W.C.1, for tender forms.

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Description of Goods	Location	Auctioneers
March 18 .	Office and domestic furniture, refrigerators, lino, engineering and electrical materials.	Ministry of Public Building and Works, Supplies Division Stores, Water Lane, Clifton, York.	Richardson & Trotter, 22 High Petergate, York. (Tel.: York 23135).

Catalogues are obtainable from the auctioneers, price 1s. 0d. View days: Monday and Tuesday, March 16 and 17, and morning of sale.

March 20 .	Office and miscellaneous furniture, plan presses, safes, kitchen equipment, clocks and refrigerators.	Ministry of Public Building and Works Supplies Division Store, Burnett Lane, near Keynsham, Somerset.	Messrs. Stanley Alder & Price, 7 St. Stephens Street, Bristol 1. (Tel.: Bristol 20301).

Catalogues are obtainable from the auctioneers, price 1s. 0d. View day: Thursday, March 19, 1964.

Exhibitions and Fairs

Overseas products at the Ideal Home exhibition

SOME 500 EXHIBITORS, including many from more than 20 overseas countries, featured their products at the *Daily Mail* Ideal Home exhibition which opened at Olympia on March 3. The organizers claim that this year's show, which will be open daily except for Good Friday and Sundays, until March 30, is the 'biggest ever.'

Among the many countries in the international section are Austria, Brazil, Czechoslovakia, Afghanistan, Morocco, South Africa, Germany, Spain, New Zealand, Poland, France, Switzerland, Norway, Pakistan, Persia, Mexico, Denmark, Sweden, Holland, the United States, and the Province of Ontario, Canada. Newcomers from abroad are Poland, Afghanistan and Pakistan.

A special feature is presented by Mexico. In a picturesque setting typifying a Mexican market, craftsmen weave blankets and the special type of shawls known in the country as 'rebozos.' There is 'rope' pottery and lacquer work, a form of decoration of picture panels with highly coloured feathers of birds, and in contrast, various decorative art articles made by folding and tearing paper.

For the first time the French Industry of Home Appliances is showing a large display of their various products—some 20 manufacturers are exhibiting. This allows visitors to become acquainted with the entire range of French products whether small electrical gadgets or latest washing machines. West Germany is showing an impressive selection of glassware. This was chosen after a selected number of glassware manufacturers were asked to submit their best creations to an independent jury of experts. Austria's display covers some 3,000 square feet and 25 firms are participating this year. Ski-ing equipment, Christmas decorations in the forms of novelties and candles—electrical equipment plus an eye-catching display of crystal chandeliers, lustres, and wall brackets makes this a most attractive feature. The Austrian State Tourist department has a special section with experts to answer holiday queries. In the gardens there is an Austrian town garden laid out expertly with liberal floral arrangement, including a tower rising almost 12 ft. high decorated in the national colours red-white-red.

From Spain there are twelve varieties of different oranges which can be bought from the Spanish Orange Stand, while other stands will be offering foodstuffs from pimentos to asparagus. There is a large selection of novelties made by Spanish craftsmen—dolls, jewellery, ear-rings, castanets. A Swiss precision-built sewing machine which it is claimed not only incorporates automatic embroidery but makes buttonholes, darns both wool and cotton, button sewing, perfect zig-zag, on all materials are demonstrated every day. There are glass flower aquariums also from Switzerland which are being shown for the first time in England. Italian-made washing machines are also featured, as well as hand-painted decorative wooden panels—both medieval and modern—from Udine.

This year Morocco is presenting a National Stand designed and constructed in Morocco for the exhibition. On it is featured a great variety of foods, fresh fruit and vegetables plus canned products which are said to be selling in increasing quantities in France, Germany, England and Italy. Local wine, too, is also on show. Belgium is showing a living 'Garden Room' in the Gardens Section. It consists of a garden laid out so as to melt harmoniously into the living room of an urban house. Pakistan is showing examples of carpets and handicrafts, while other stands feature the workmanship of the country's craftsmen

Norway features the 'miniature office', a cabinet for the home which opens to reveal a fully fitted office with space for everything.

These are just some of the examples of overseas products to be seen at the show.

Among the many British features are houses constructed with a 'look to the future' while still preserving the best of traditional ideas in building and furnishing. Some are bold attempts to solve building problems by the manufacture of units off the site. 'Prefabs' has an ugly connotation, 'factory built' suggests lack of individuality. The right description is still sought for homes constructed with the aid of standard, predictable units.

This year's exhibition breaks from tradition by giving the Grand Hall an entirely new look with many vistas instead of one embracing view. In the centre is what is claimed to be the largest 'cascade of glass.' It has been made specially for the show by Venetian craftsmen, and contains 4,500 pieces of glass in six colours, standing 22 feet high.

British Pavilion at Ghana International Trade Fair

The Board of Trade will erect and organize a British pavilion at the Ghana International Trade Fair, to be held in Accra from February 3 to 21, 1965, on a well-positioned site of 25,000 sq. ft. on one of the main avenues in the fair grounds and adjacent to one of the main entrances. The Ghanaian authorities have stated that a sum of £5,000,000 will be set aside, from the 1964-65 import licensing allocations, for business transacted at the fair. Goods exhibited at the fair may enter free of import duty, although duty must of course be paid if they are subsequently sold.

The theme of the British pavilion will be on the lines of BRITAIN'S PART IN AFRICAN DEVELOPMENT. It is expected that – as at the Lagos Fair in October 1962 – there will be a number of visitors from neighbouring African countries and some from even further afield. These visitors are likely to be businessmen and technical experts rather than 'sightseers', and exhibitors should therefore bear in mind that the impact of their displays will not be on Ghana alone.

The purpose of this announcement is to invite any firm, or agent, who may be interested, to apply for space within the British pavilion (or in the open area outside it). The charges to exhibitors will be as follows:

(a) Space and shell stand inside the pavilion:	25s. per sq. ft.
(b) Space only, inside the pavilion (for exhibitors who wish to build their own stands):	10s. " "
(c) Space in the open area outside the pavilion (suitable only for heavy equipment):	5s " "

The above charges will include overall lighting; cleaning and security services; and an exhibitors' lounge which will be air-conditioned and in which refreshments may be obtained.

Further particulars and application forms may be obtained from the Export Publicity Fairs Branch, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2786).

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below*:

	Date Last Published	Date Next Published
Europe	*March 6*	*June 6*
United Kingdom	*Feb. 7*	*May 1*
Outside Europe	*Jan. 3*	*April 3*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1 (Tel. Abbey 7877, Ext. 2791, Europe; 2785, United Kingdom and Outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* *indicates fair which is held annually at approximately the time stated.*

† *indicates fair which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on March 6, February 7 and January 3 respectively.

UNITED KINGDOM

Amendment

The Board of Trade have been advised that the address of the organizers of Britains Food Fair is now 3, Lygon Place, London, S.W.1. (Tel. Sloane 6117).

Additions

LONDON: 2ND NATIONAL CORSETRY, LINGERIE, SWIMWEAR ACCESSORIES EXHIBITION – COLSAX '64 – June 9-11, 1964

* At Celanese House, Hanover Square, London, W.1. Apply, Ernest Rhodes (Exhibitions), 274-278 The Corn Exchange, Fennel Street, Manchester 4. (Tel. Deansgate 6541/2).

LEAMINGTON SPA: KNITTING WOOL TRADE FAIR – August 31 – September 3, 1964.

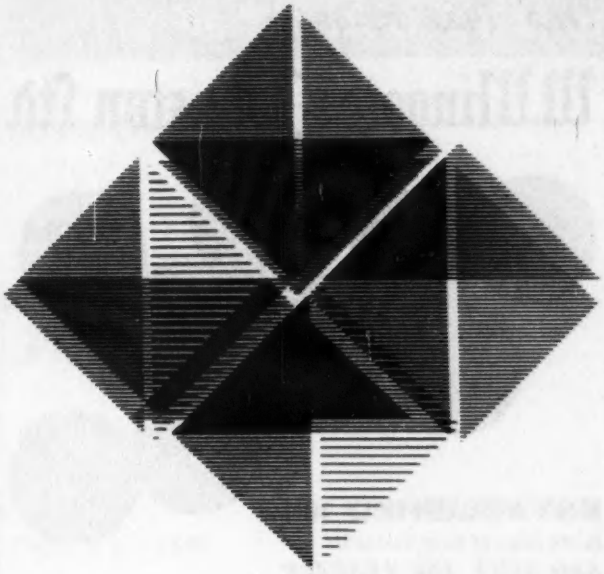
* At Royal Pump Gardens. Apply, A. S. Damery Esq., Knitting Wool Trade Review, 222 Strand, London, W.C.2. (Tel. Fleet Street 1253/4).

OUTSIDE EUROPE

Addition

NEW YORK: NATIONAL SHOE FAIR OF AMERICA – April 5-9, 1964.

Apply, National Shoe Fair of America, Hotel New Yorker, Room 1929, Eighth Avenue, at 34th Street, New York, N.Y. 10001.



MILAN FAIR

This famous trade fair of worldwide appeal puts at your disposal more than forty years of experience as well as its highly organized

INTERNATIONAL TRADE CENTRE

At the Milan Fair the pick of world production is shown by 14,000 exhibitors from eighty-four different countries. You will find their products systematically classified in well-planned pavilions rising several storeys high and spread over a display area of 600,000 square yards. Escalators, fast lifts and other forms of rapid transport will make your visit a refreshing, pleasant and profitable one. The Milan Fair holds the secret of good business, as four million visitors who go there every year would tell you.

Information:
Dr. Vittorio Schiazzano
31 Old Burlington Street
Phone REGent 2411
LONDON W.1

VISIT THE MILAN FAIR FROM 12 TO 25 APRIL 1964

10 international
hardware trades fair
Olympia London · April 27 - May 1·1964

BUYERS OF HARDWARE THIS IS FOR YOU . . . The HTF is your opportunity of knowing exactly what's going on in the trade. What's new at home? What's new from abroad? What are your competitors doing? The Hardware Trades Fair puts you completely in the picture. New contacts, new ideas—all you need to broaden your business horizons—and all under one roof. Mark the date in your diary now . . . 27th April—1st May. If you're in Hardware, it's a date you can't afford to miss.

Universal Exhibitions Limited, 9 Castle Place, High Wycombe, Bucks. Telephone: High Wycombe 21391-2-3.

We're thinking of setting up in Australia

Many expanding U.K. firms have already done so, helped more often than not by Australia and New Zealand Bank. And to other manufacturers contemplating the same development, the Bank will gladly give similar assistance. A valuable introduction to such a move is provided by the Bank's 70-page book *Establishment of Industry in Australia*, produced especially for industrialists who may be considering that country as a further base for their company's operations.

Subjects include company formation, market potential, taxation, labour, transport, power supplies, tariff protection and local regulations. We shall be pleased to send you a free copy if you write to

AUSTRALIA AND NEW ZEALAND BANK LIMITED

OVER 1,000 BRANCHES AND AGENCIES

71, CORNHILL, LONDON EC3. TELEPHONE: AVENUE 1281

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telegraphic Address
LONDON	39/45 Finsbury Square	'WINJOHN'
,,	201/205 Long Lane	,,
,,	6 Burrell Street	,,
,,	13a Bruton Place	,,
,,	59/62 Ewer Street	,,
,, (Airport)	Queen's Building,	'STONJOHN'
,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	54 Merrion Street	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
,, (Airport)	Genair Building	'WINGAIR'
MONTREAL	300 St. Sacrement	'GATESTON'
NEW YORK	11 Broadway	'PENWINGATE'

Connecting with a network of reliable agents overseas

TRAVEL BRANCH

WINGATE & JOHNSTON (TRAVEL) LTD., 34 Bruton Street, LONDON, W.1

Telegraphic Address 'WINGTRAV'

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

Overseas Trade and Exports

THE FRENCH MARKET (CONCLUDED)

Trade prospects in the French market

BY A. H. BIRCH, O.B.E., COUNSELLOR (COMMERCIAL), H.M. EMBASSY, PARIS

This series of articles, of which this is the sixth and last (previous articles were published in the *Board of Trade Journals* of October 4, October 18, November 8, December 20, 1963, and February 7, 1964) is aimed at drawing the attention of British exporters to the possibilities open to them in areas of France outside the Paris region. For a number of years after World War II, our export efforts were concentrated on Paris because of the French Government's restrictive import policy; the quotas allocated to the United Kingdom were quickly taken up by customers in the Paris region. In 1960, however, the French authorities introduced a programme of easing restrictions with the result that today the import trade is liberalized to the extent of about 97 per cent. The items remaining on the quotas list are mostly foodstuffs and some industrial products. It was following this lowering of the barriers and the subsequent appointment of Market Officers as mentioned in the earlier articles that it was though it would be useful for British exporters to hear about these new opportunities in the French provinces. For this it was necessary to call on H.M. Consular posts in various parts of France to provide the information which is being published in this Journal. In order to make it more complete, a brief survey should be given of the Paris Consular District before presenting an overall picture of present conditions in the French market.

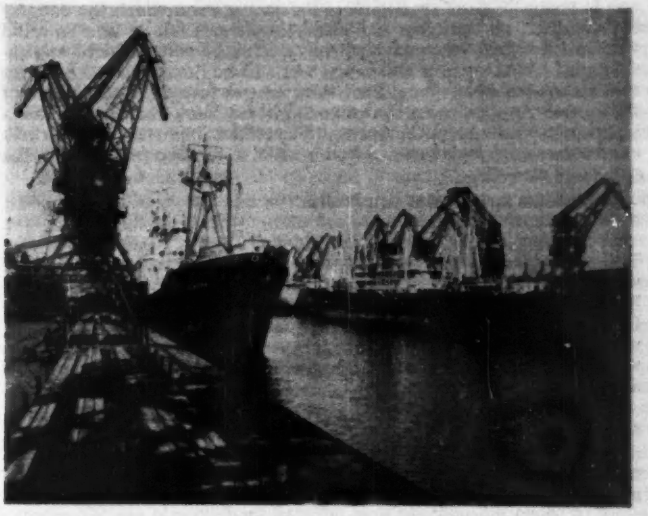
PART ONE

THE PARIS CONSULAR DISTRICT covers an area of about 63,000 square miles, and is the largest of the six British Consular Districts in France. Its 19 million inhabitants, representing two-fifths of the country's total, make it the most populated. And with 295 inhabitants to the square mile, it is also the most densely populated, due, of course, to the large concentration in the Paris area.

Including Paris, there are nine towns with a population of over 100,000 inhabitants: Paris, where the total conurbation exceeds 7 millions, Nantes, 246,000, Le Havre, 184,000, Rennes, 158,000, Brest, 143,000, Reims, 139,000, Le Mans, 136,000, Rouen, 123,000 and Angers, 122,109.

There are 26 *départements* in the Paris Consular District. Of these, twelve are grouped in five Economic Regions lying entirely within the district:

Seine	Seine.
Ile de France	Seine-et-Oise and Seine-et-Marne.
Brittany	Finistére, Marlihan, Côtes-de-Nord and Ille-et-Vilaine.
Basse-Normandie	Manche, Calvados and Orme.
Haute-Normandie	Seine-Maritime and Eure.



Dunkirk – the French port with the Scottish name – is as much a part of Britain's history as it is of France. This photograph of the new Dunkirk, rebuilt from almost total devastation during the war and now a major North Sea port, symbolises the remarkable industrial development of France in recent years.

The remaining fourteen *départements* are included in Economic Regions shared with four of the other British Consular Districts:

Pays de la Loire (shared with the Bordeaux Consular District)	Mayenne, Sarthe, Loir-Atlantique and Marne-et-Loire.
Centre (also shared with the Bordeaux Consular District)	Loiret, Eure-et-Loir, Loir-et-Cher, Cher and Indre-et-Loire.
Picardy (shared with the Lille Consular District)	Oise.
Champagne-Lorraine (shared with the Strasbourg and Lille Consular Districts)	Aube and Marne.
Burgundy (shared with the Lyons Consular District)	Nièvre and Yonne.

Apart from having the largest concentration of population, the Paris Consular District also has the largest variety of industries. They range from aircraft, nuclear power, biscuits, honey, champagne, chemicals, petrochemicals, clothing, confectionery to electrical and electronic equipment, electrical household equipment, electro-metallurgical and electro-chemical industries, engineering, food, furniture, glassware, iron and steel, jewellery, metallurgy, motor vehicles, perfumes, paper and cardboard, plastics, shipbuilding and tyres.

Agriculture also plays a very important part in the district. North, South, East and slightly West of Paris as well as in Brittany, cereals are grown in abundance. There is also a thriving dairy industry in Normandy. And in Brittany again, market gardening equally fills a prime rôle in this region's economy. The area immediately between West of Paris and Brittany is rich in pasture land, and woods and forests are to be found in the neighbourhood of Paris as well as to the North and South.

Another of the district's most valuable assets, even more so than for the rest of France, is the tourist trade. Paris, the focal point for the majority of visitors who come to the country, the Valley of the Loire

and the Brittany and Normandy coasts attract hundreds of thousands of people every year, to the great benefit of France's foreign exchange reserves.

Paris is the greatest centre of attraction in the world since it is here that it is possible to combine business, culture and that highly organised industry, pleasure! All this tends to make British exporters forget the existence of other centres which should certainly not be ignored. No one is trying to deny that Paris is the axis around which the country revolves, but on the other hand one should not fail to bear in mind that the French Government is actively pursuing a policy of decentralization, and whilst there is still much work to be done, the fact remains that a start has been made. Provincial centres resent the dominance of Paris, and they welcome the opportunity to work themselves into a position of commercial autonomy. Hence the importance for British exporters not to visit Paris only, but also to explore prospects in the provinces as well.

Besides the large towns listed earlier in this article and which boast a multitude of industries, there are many others, smaller in size, but with thriving industries. They are Nevers, Troyes, Auxerre, Bourges, Tours, Angers, to mention a few. All these places are now being visited by the Market Officers of the Commercial Department of H.M. Embassy in Paris, and the story which they all bring back is that British goods are difficult to come by in the provinces. Local dealers would like to have them, but British exporters fail to establish contact, whereas certain of our European competitors are to be seen everywhere doing a hard selling job.

The above brief survey of the Paris Consular District should give a fair idea of its very advanced industrial development and of the opportunities available to British exporters. The question of how to tackle the market in this area will be dealt with in Part Two of this article since it also applies generally to other parts of France.

PART TWO

In Part One above and in the five preceding articles, information on the French market has been presented on a regional basis. It would now be useful to look at the country as a whole, and first of all at its general structure.

France's economic recovery since the end of World War II can be rightly described as a major achievement. This was due to a combination of factors, not the least of which was her brilliant planners and the population's willingness to work. By a series of well conceived Four-Year Plans (the current one is the IVth and the Vth is in course of preparation), France succeeded in turning herself into a highly developed industrial power with a strong currency. Throughout her history, agriculture has always played and goes on to play a vital part. Her economy now rests on a sound basis and her foreign reserves stand at around U.S. $4,500 millions. Her total national income rose from £12,694 million in 1955 to £16,855 million in 1961, and during the same period the average income per head increased from £293 to £362.

With an area covering nearly 213,000 square miles, France is over twice the size of the United Kingdom. There are 134,000 square miles of agricultural and pasture lands, and 45,000 square miles of forests and woodlands.

France has a population of 46·2 million (1962) compared with Britain's 53·3 million (1962).

According to the 1962 census, France has an active population of 18,957,000 as against 18,848,000 in 1954, which shows that very little change took place in the intervening period. On the other hand, this stability conceals some considerable movements in certain sectors. For instance, between 1954 and 1962 agricultural workers decreased from 5·1 million to 3·8 million (by 25 per cent), miners from 373,000 to 311,000 (by 16·5 per cent), textile workers from 647,000 to 530,000 (by 18 per cent), whereas the labour force in the building and public works sector went up from 1·4 million to 1·7 million or by nearly 25 per cent, metal workers from 1·7 million to 2·1 million (by 22½ per cent).

Despite the rising population (nearly half a million a year), the reduction in the duration of military service and the influx of foreign workers at the rate of about 115,000 a year during 1962 and 1963, there is a shortage of labour, particularly skilled workers, in France. Plans are being implemented with a view to training more men for the latter category. The above figure does not take into account any members of repatriated French families from Algeria, amounting to between 800,000 and a million persons, who have taken up employment since returning to France.

In the face of competition from manufacturers within the Common Market, the Middlesbrough firm of furnace and kiln specialists, Priest Furnaces Ltd., have sold another of their modern lime-burning kilns to France. The buyers are Pechiney-Saint Gobain, the large French chemical concern. Delivery of the kiln was completed on continental Road Ferry Trailers of Lep Transport direct to site at St. Auban (Basses Alpes). These trailers form part of a number of specially designed TIR tilt vehicles delivered over the last few months to Lep Transport and now in continuous use over the Tilbury-Antwerp/Rotterdam ferry route. This door-to-door road ferry trailer service saves the exporter packing costs and time, and practically eliminates the risk of damage by handling en route.

Expansion rate maintained

Current rate of expansion under the IVth Plan (1961 – 1964) is 5½ per cent, or 25 per cent by the end of the four-year period. This has been broadly maintained so far. Industrial production (excluding building) increased 30 per cent, investment (public and private) 20 per cent and consumption 20 per cent between 1958 and 1962. Cereals production (wheat, barley and oats) rose from a yearly average of 12·7 million tons between the years 1949 to 1953 to 17·6 million tons in 1962. The livestock population in 1958 was: cattle 18·4 million, sheep 8·7 million and pigs 8·4 million. By 1962 this had grown to 20·3 million, 9 million and 9·8 million respectively.

France's foreign trade has also expanded considerably. Her exports grew from £2,012 million in 1948 to £7,363 million in 1962, and her imports during the same period increased from £3,443 million to £7,517 million. While in certain years she had an adverse visible balance of trade, there were others when this was in her favour. However, her invisible earnings were usually enough to enable her to balance in the years when her visible earnings had fallen short.

The above gives a brief picture of the size and strength of the French economy. But what must be added to these tangible assets are others in the form of a dynamic and forward looking population with a sense of destiny and technically competent leaders who are full of drive and energy. It is clear therefore that in a country such as France which has set her course on a programme of expansion, there are bound to be opportunities for other countries to participate in this development. Britain has been taking part in this as shown by her exports to France during the past three years: £112·2 million in 1961, £138 million in 1962 (+23 per cent) and £180·7 million in 1963 (+31 per cent). During the years in question Britain's share in France's total imports was 5·8 per cent, 6·5 per cent and 7·3 per cent respectively, whereas the U.S.A.'s share was 14·2 per cent, 13 per cent and 12·5 per cent respectively, and West Germany's 21·9 per cent, 22·2 per cent and 21·8 per cent respectively.

It is clear from these figures that there is room for more British exports to France although we are admittedly up against the E.E.C's customs tariff barrier which increasingly discriminates against non-members as the Community moves towards the total elimination of internal customs duties. But there is no reason why Britain should not hold her own provided we continue to improve our production methods and to keep our costs under control. The opportunity is there to be seized in a consumer market of no mean size. With no unemployment

problem, a buoyant economy, and well ordered economic planning, France presents a very promising field for absorbing more and more of our goods.

Although the two requirements mentioned in the preceeding paragraph are vital factors in the extremely competitive world in which we now live, there are other very important considerations which must be borne in mind when trying to sell to France.

In the first place, this is a very sophisticated market. But in looking for a high quality article, the Frenchman also seeks to buy this at the best possible price, since by nature he is not given to throwing his money away.

What goods will sell in France ?

The next point is in the form of a question and answer. What goods will sell in France? The short answer is everything, or almost everything, provided they have an edge over what your foreign competitor is offering. This edge could be in the price, or the article must be an improvement on what the other man is trying to sell, or good deliveries. But this is perhaps over simplifying the issue, since there is also the question of export techniques regarding which an outline is given in what follows and which is aimed at spot-lighting those elements essential for promoting exports to France.

In this series of articles, it has been brought out very clearly that British goods are not sufficiently well known in France, and in many parts they are practically unknown. A serious effort is therefore required to improve this state of affairs. There are, of course, a number of ways of dealing with it which would depend on the nature of the goods involved. But to name a few only, we should start with advertising. Compared with our main competitors in France, the scale of advertising of British goods makes little, if any, impact on the French public. It is true that in France there is no national press as there is in Britain, but nevertheless, through a judicious use of what is available, it is possible to reach a wide public.

The Commercial Department of H.M. Embassy in Paris and H.M. Consular posts in the main provincial centres will give every possible assistance to British exporters in their efforts to sell to France by putting them in touch with the right people. Though considerable useful help is continually being given in this way, there is nothing to take the place of personal visits. The personal approach is invaluable; it helps both sides to get to know and understand each other, and in particular for the visitor from Britain to see the market for himself. Travelling between the two countries presents no problem whatsoever as first rate communications services are available. It should therefore not be difficult for British businessmen to come over at frequent intervals. Our foreign competitors are very much in evidence everywhere, and many of them come from countries further removed than Britain. Obviously, they believe the effort is worth while.

These visits to France should not be confined to Paris and its immediate neighbourhood. It is strongly recommended that they should be extended to other parts, and through this series of articles readers should now have a broad picture of opportunities open to them in all parts of France. For any further information which may be required, the Commercial Department of H.M. Embassy in Paris and H.M. Consular posts will be glad to suggest places to be visited.

Particular mention should be made of the value of participation in trade fairs. Experience has shown that this means of projecting British goods in France has produced good results. Many fairs, both specialized and general, are held in France each year – the majority of the former in Paris. The Export Publicity and Fairs Branch of the Board of Trade and British commercial services in France are in a position to supply information on these manifestations.

The actual appointment of agents in France often presents a problem as very few of them are actually in a position to offer adequate country coverage. This is why we recommend to British exporters to consider splitting up their representation, and thus they would be able to reach all parts of the territory. But this happy state cannot be attained merely by appointing a good agent who can really cover the whole country or having several agents dotted about to do the work, since it is necessary for the British exporter to keep in close touch with his representative or representatives. This can only be done properly by coming to see him or them as often as is necessary in order to follow at first hand what is being done, and also to accompany him or them on visits to customers or prospective customers. These visits would show the British exporter's keenness and interest, and at the same time it would keep the agent on his toes.

The splitting up of an agency among several firms throughout France has the added advantage, as pointed out in earlier articles, of avoiding middlemen in the form of sub-agents with consequent

BRITISH AND FRENCH BANK LIMITED

IMRIE HOUSE, 33-36 KING WILLIAM STREET,
LONDON, E.C.4

•

Affiliate of

BANQUE NATIONALE POUR LE COMMERCE ET L'INDUSTRIE,
PARIS

•

ENQUIRIES
are invited on all foreign banking
transactions, particularly those pertaining to
FRANCE
and in the following Territories where Members of the
B.N.C.I. GROUP
are established

ALGERIA, BURUNDI, CAMBODIA, CAMEROUN REPUBLIC, CANADA, CENTRAFRICAN REPUBLIC, COLOMBIA, CONGO REPUBLIC (BRAZZAVILLE), CONGO REPUBLIC (LEOPOLDVILLE), DAHOMEY, FRENCH SOMALILAND, FRENCH WEST INDIES, GABON, GERMANY, HONG KONG, IRAN, IVORY COAST, KENYA, LEBANON, MALAGASY REPUBLIC, MAURITANIA, MEXICO, MONACO, MOROCCO, PANAMA, REUNION, SENEGAL, SOUTH VIETNAM, SWITZERLAND, TANGANYIKA, TCHAD, TOGO, TUNISIA, UGANDA, UPPER VOLTA, URUGUAY.

•

Associated Bank in Nigeria: UNITED BANK FOR AFRICA LIMITED

increases in prices, thus rendering their goods less competitive as they pass from hand to hand before reaching the end-user.

There is also the question of after sales services over which, unfortunately, Britain does not appear to enjoy the same good reputation as certain of her main foreign competitors. For those goods requiring this facility, a sustained effort is needed in order to win and keep customers, since it is never easy to set up such a service and maintain a regular good standard in view of all the requirements inherent in such an operation. But still it is not the impossible which is being asked for, and where others have managed to set up this service, British exporters should be able to do as much and even better.

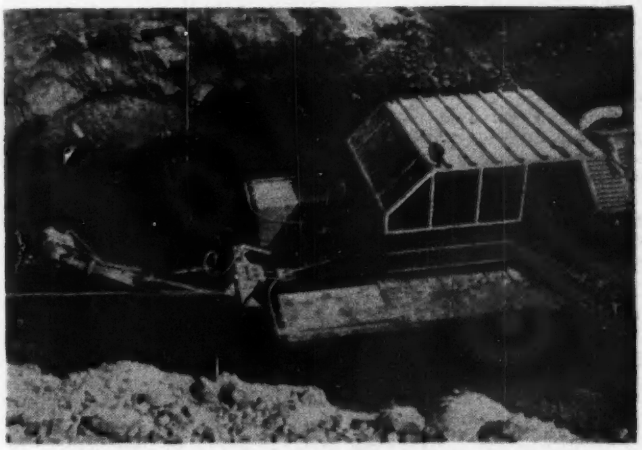
Good agents not easy to find

Good agents are not easy to find in France, but when British exporters eventually appoint them, they should endeavour to give them every support in order to assist them in the common task, and this includes help over advertising. With regard to keeping in touch with agents, the question of visits referred to earlier applies here perhaps even with greater force, since it is only by coming to see them and observing their activities that it is possible to be fully informed as to progress or otherwise, of one's own interests.

We now come to the subject of language, measurements and currency. Although there are some French firms able to correspond in English, on the whole they would prefer to do so in their own language, while others will not use any other. If British exporters wish to trade successfully with France, they must be prepared to correspond in French and by the same token, their trade literature too should be in French. And for the same reason, they should also be prepared to give specifications in the metric system and quote their prices in francs (£1 = F.13·82). The importance of these points cannot be overemphasized, and what should be remembered is that many of our competitors realized this long ago and have acted accordingly.

Before leaving the subject of correspondence, mention should be made of cases where British exporters have been known to take a long time to answer inquiries and others where they have not reacted at all. Unfortunately, examples of this sort of thing are never lacking, and naturally create a bad impression with consequent adverse repercussions on our exports. It is sad to have to relate that recently again the Commercial Department have heard of many such instances.

Broken delivery dates are also the subject of complaints frequently heard. An improvement in our performance in this field could only be beneficial to our export efforts.



The new ACMV floating dredger fitted with a Perkins 6.354 industrial diesel engine photographed at the Cuise-la-Motte plant of la Societe Nobel-Bozel, where it is used to transfer accumulated waste material to a new site.

Finally, there is no prejudice against British goods in France. In fact, Britain enjoys a certain amount of goodwill which could be exploited more than it is at present. The quality of our products is generally appreciated, but these points in our favour do not mean that British exporters can expect orders to fall in their lap. There are far too many extremely keen competitors who will go to great lengths to sell to France, and United Kingdom businessmen must therefore be prepared to match this aggressiveness in order to succeed. The French market is well worth such an effort. It is true that our exports to France have risen sharply in recent years, but so have the exports of a number of other countries. As we have already said, there is room for improving our position, and to this end the Commercial Department of H.M. Embassy in Paris and H.M. Consular posts throughout France are there to give every possible assistance in this task.

TRADE AND FINANCIAL ARRANGEMENTS

Hungary and Cuba

IT IS UNDERSTOOD from the Hungarian *Nepszabadsag* of January 30 that as a result of talks between Hungary and Cuba, the protocol regulating trade between the two countries for 1964 was signed in Budapest on January 29.

According to this announcement Hungary will export to Cuba machinery, complete installations, vehicle spare parts, basic materials for the chemical and pharmaceutical industries, telecommunication and electrical equipment and laboratory equipment and instruments.

In return Cuba will supply Hungary with goods which include agricultural food products including sugar, copper concentrates, nickel oxide and other minerals, textiles, staple fibres, raw hides and tobacco.

Detailed quota lists are not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel.: Abbey 7877, Ext. 2259) quoting Ref. C.R.E. 3134G.

India and Poland

A TRADE Agreement was signed between India and Poland in December 1963 and is to remain in force for a period of 5 years. All payments made for transactions under this Agreement are to be effected in non-convertible Indian rupees. There are 2 lists of goods attached to this Agreement showing the items which are to be exchanged between the 2 countries. This list can be seen at Room 337, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2277).

France and Finland

THE FRENCH *Moniteur Officiel du Commerce International* of February 22, published details of the further extension of the trade agreement of December 28, 1958, between France and Finland.

By an exchange of letters dated January 31, the arrangement provides for the exchange of trade, from January 1 to December 31, 1964, between Finland and France, the Republics of Congo, Dahomey, Gabon, Chad, Central Africa and the Islamic Republic of Mauretania.

Finnish exports to France will include cheese and various other food products. Finnish exports to the African states will include wooden houses, various paper products and insulating panels.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

India and Afghanistan

ON JANUARY 21 India and Afghanistan reaffirmed their Treaty of Friendship and Commerce. The new arrangement for trade is to operate from February 1, 1964, to January 31, 1965, and it will be automatically extended for a further two years unless either contracting party gives one month's notice. Attached to the agreement are two lists of goods to be exchanged between the two countries, and these can be seen at Room 337, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Latin American Free Trade Association

THE THIRD CONFERENCE of the Contracting Parties of LAFTA which began in October ended on December 31, 1963.

Apart from negotiations of tariff concessions, details of which are not yet to hand, a new category of medium-sized countries with 'inadequate markets' (Colombia, Chile, Peru and Uruguay) has been recognized for the possibility of granting them special treatment. Special steps are also to be taken in connection with regional industrial development plans to ensure that investment is encouraged in those countries.

The Conference has fixed May as the date for negotiations for the first 'common list' which has to include 25 per cent of all zonal trade. Unlike products on the annually negotiated national lists, the inclusion of goods on the 'common list', which is to be drawn up every three years, is definitive and the concessions granted on such products are irrevocable.

Gabon accedes to Industrial Property Convention

THE REPUBLIC of Gabon has acceded in her own right to the International Convention for the Protection of Industrial Property, as revised in Lisbon in 1958, having previously been a Convention country as a French colony. An Order in Council was accordingly made on February 26, 1964, declaring the Republic to be a Convention country for all the purposes of the Acts relating to patents, designs and trade marks.

The Order (S.I. 1964 No. 265) came into operation on February 29, 1964. Copies may be obtained from the Sale Branch of the Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from H.M. Stationery Office. Price 3d., by post 5½d.

Hints to businessmen visiting Bolivia and Gambia

REVISED EDITIONS of the booklets on Bolivia and Gambia have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Directories and Notices Section, Board of Trade, Room LG15, 1 Victoria Street, London, S.W.1 (Tel. Sullivan 3400, Ext. 3020), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

New address of British Embassy in Berne

THE FOLLOWING amendment should be made to the list of British Commercial Representatives Overseas, published in the *Board of Trade Journal* of January 31:

SWITZERLAND

Berne: The address of the British Embassy has been changed to: Thunstrasse 50, Berne. Tel. 44 50 21.

Market information on Nepal

AN ECONOMIC Report from Nepal covering the period July to December 1963 has been received. A copy of this Report is available and can be seen in Room 337, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2656). Telegrams and cables should be addressed 'Boneblack, London.'*

People who know... say

PAPATOWAI

. . . because PAPATOWAI means 'a flat piece of land with a tree on it'. A Maori word, it is also a place in New Zealand – about 90 miles south of Dunedin – known for good trout-fishing, duck-shooting and boating. We happen to know because we are the National Bank of New Zealand. As such, we provide a complete banking service through 175 branches and agencies in the North and South Islands. We have also acquired useful information on a variety of topics, commercial and otherwise, which we gladly give to anybody interested in doing business with our country. So when you want to know more about New Zealand, ask us—

The National Bank

OF NEW ZEALAND LIMITED

Established 1872

HEAD OFFICE: 8 MOORGATE, LONDON, EC2

Telephone: MONARCH 8311

More than 175 branches and agencies throughout New Zealand

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H.35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

AUSTRALIA

Bimotional Switch Wiper Assemblies for Postmaster-General's Department. April 30. Tender documents (Schedules and Conditions only) available. E.S.B. 6411/64.*

Dam Constructional Project for South Australian Engineering and Water Supply Department. (Advance Information.) Closing date not known. E.S.B. 26943/62.

Milling Machine for Victorian Railways. March 25. E.S.B. 7014/64.*

Typewriters for Commonwealth Stores Supply and Tender Board. March 24. E.S.B. 6490/64.*

BURMA

Construction Equipment; Machine Tools for Ministry of Transport and Communications. March 31. E.S.B. 6446/64/D.L.F.*

Polythene Bags for Engineering Industry Project I.D.C. March 31. E.S.B. 6485/64.*

People's Stores Corporation:

Pipe Fittings (G.I.). April 1. E.S.B. 6496/64.*

Pipe Fittings (C.I. and G.I.). April 1. E.S.B. 6496/64.*

Cast Iron Products. April 1. E.S.B. 6497/64.*

Pipe Fittings and Valves. April 1. E.S.B. 6495/64.*

CANADA

Clock, Programme and Control System for Simon Fraser University, Vancouver. April 10. E.S.B. 6630/64.*

Manitoba Hydro:

Power Station Equipment. March 24. E.S.B. 7061/64.*

Shunt Reactors. March 26. E.S.B. 7094/64.*

CEYLON

Drugs; Dispensary Equipment for Department of Health. (Further Information.) Tender documents now available. E.S.B. 6210/64.*

Electric Lamps for Ministry of Land, Irrigation and Power. (Further Information.) Tender documents now available. E.S.B. 6226/64.*

Omnibus Chassis for Ceylon Transport Board. (Further Information.) Tender documents now available. E.S.B. 5721/64.*

Rayon Yarn for Ministry of Local Government and Home Affairs. March 31. E.S.B. 7559/64.*

Van for Anuradhapura Preservation Board. (Further Information.) Tender documents now available. E.S.B. 6213/64.*

Vehicle for Colombo Municipal Council. March 25. E.S.B. 7566/64.*

COLOMBIA

Construction of a Pipeline for Oleducto de Caldas Ltd. (Advance Information.) Closing date not known. E.S.B. 7086/64.

Construction of Distillery for Industria Licorara del Magdalena. Closing date postponed to May 8. E.S.B. 7378/63.

Constructional Project for Instituto Colombiano de la Reforma Agraria. April 2. E.S.B. 7056/64.

Lightning Arresters and Fused Breakers for Bogota Electricity Board. April 22. E.S.B. 7016/64.

Pipeline (Gas and Petroleum) for Secretaria de Obras Publicas Municipales, Bucaramanga. (Further Information.) Tender specification (in Spanish) now available. E.S.B. 4687/64.*

Road Construction Project for Ministry of Public Works. April 23. E.S.B. 7066/64.

DENMARK

Traffic Warning Lights for Ministry of Public Works. April 2. E.S.B. 5785/64.*

EGYPT

Steel for Egyptian Railways. April 4. E.S.B. 6405/64.

FORMOSA

Central Trust of China:

Bauxite. March 27. E.S.B. 7544/64.*

Phosphoric Acid Plant. E.S.B. 7545/64.*

Steel Channels. April 7. E.S.B. 7543/64.*

Chlorinators. March 25. E.S.B. 7557/64.*

Pipeline Sphere and Pig Detector. March 26. E.S.B. 7563/64.*

Industrial Dehumidifiers. April 3. E.S.B. 7552/64.*

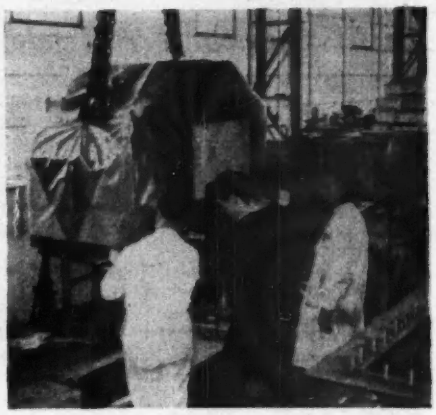
Ethylene Glycol. April 1. E.S.B. 7547/64.*

Cocoa. March 31. E.S.B. 7546/64.*

Mercury. March 31. E.S.B. 7548/64.*

Steel Plate. April 6. E.S.B. 7542/64.*

Steel Sheets. (Further Information.) March 27. Tender re-issued. E.S.B. 666/64.*



The first of a number of optical magnets which are being supplied by The Lintott Engineering Co. Ltd., of Horsham, Sussex, for the Deutsches Elektrone Synchrotron (DESY) Hamburg – the equivalent of the Atomic Research Establishment – being prepared with a polythene film before shipment to Hamburg via the Transport Ferry Service from Tilbury to Antwerp. Baker Britt & Co. Ltd., of London, made the shipping arrangements.

FRANCE

Headquarters, Allied Forces, Central Europe:

Camera. March 31. E.S.B. 7050/64.*

Tyres and Tubes. March 25. E.S.B. 7095/64.*

GREECE

Testing Apparatus for the Ministry of National Defence. March 23. E.S.B. 6410/64.*

Hellenic State Railways:

Oil Engine Spare Parts. March 27. E.S.B. 6491/64.*

Railway Sleepers. April 7. E.S.B. 7012/64.*

The Ministry of Trade:

Paper Drilling Machines. March 30. E.S.B. 7048/64.*

Workshop Equipment. April 2. E.S.B. 7049/64.*

Topographic Equipment. April 16. E.S.B. 6409/64.*

Sub-station Equipment. April 17. E.S.B. 6407/64.*

Film. March 23. E.S.B. 6408/64.*

HONG KONG

Clocks for Stores Department. March 27. E.S.B. 7057/64.*

INDIA

Batteries; Water Treatment Plant for Kanpur Electricity Supply Administration. March 24. E.S.B. 7523/64.*

Ballast Cleaning Machine for Ministry of Railways. April 22. E.S.B. 7011/64.

Battery Charging Equipment; Distribution Switchboard for Damodar Valley Corporation. April 16. E.S.B. 7087/64.*

Brass Bars for Directorate of Supplies and Disposals. March 31. E.S.B. 7098/64.

Chemicals for Hindustan Photo Films Manufacturing Co. Ltd. March 24. E.S.B. 7067/64.*

Crane for Government of Maharashtra. April 3. E.S.B. 7085/64.

H.T. Metering Equipment for Mysore Electricity Board. March 30. E.S.B. 6278/64.*

Heavy Duty Grabs for Madras Port Trust. April 16. E.S.B. 6459/64.*

Mining Machinery Parts for Gujarat Electricity Board. March 27. E.S.B. 7082/64.

No. 8 of a series

Issued for the information of Exporters who would soon feel the benefit of entrusting their packing and transportation to one of the most experienced organisations in the business

THE PACKING AND TRANSPORTATION DIVISIONS OF LLOYD'S PACKING WAREHOUSES GROUP OF COMPANIES

Road Haulage · Packing Documentation Shipping & Forwarding · Air Freight

PLAIN SAILING TO CANADA IN WINTER

No longer need exports to Canada be held up in the winter months: Transiloyd (Overseas) Limited offer a particularly efficient service to exporters to the Dominion. In addition to the normal duties of collection, (packing if required), warehousing, documentation, insurance and transportation, we offer, in association with Border Brokers Ltd. a container service and out Pool car service from the Canadian maritime ports, to any part of Canada and all the border points which is especially useful during the St. Lawrence close season. The cost of this essential service is surprisingly modest – write for details.

TRANSLLOYD (OVERSEAS) LIMITED

Head Office: 20 PRINCESS STREET · MANCHESTER 1 *Telephone:* CENtral 4400

also in LONDON, LIVERPOOL and SOUTHAMPTON

Member of the Transportation Division of the Lloyd's Packing Warehouses Group of Companies

Power Station Lighting Equipment for U.P. State Electricity Board. (Further information.) Closing date extended to March 25. Tender documents now available. E.S.B. 1940/64.*
Switchgear Panels for Singareni Collieries Co. Ltd. March 26. E.S.B. 7099/64.*
Testing Instruments for Directorate of Posts and Telegraphs. March 30. E.S.B. 7010/64.
Transformers for Maharashtra State Electricity Board. (Further information.) Tender documents now available. E.S.B. 5286/64.*
National Coal Development Corporation Ltd.:
Locomotives. Closing date postponed to March 23. E.S.B. 536/64.*
Locomotives. (Further information.) March 23. E.S.B. 539/64
Transformers; Circuit Breakers. March 30. E.S.B. 7089/64.*
Procurement Circle, Taiwara Township:
Automatic Couplers. May 25. E.S.B. 7540/64.
Industrial X-ray Equipment. May 15. E.S.B. 7100/64.*
Cutting and Bending Machines. May 20. E.S.B. 7549/64.
Punjab State Electricity Board:
Cable. April 27. E.S.B. 7533/64.
Electronics Test Equipment. April 2. E.S.B. 7527/64.
Insulators. May 18. E.S.B. 7534/64.
Cable. April 9. E.S.B. 7532/64.
Telephone Equipment. April 16. E.S.B. 7528/64.

IRAN

Telephone Equipment for Iran Telephone Company. May 17. E.S.B. 7005/64.*

IRAQ

Tetroethyl Lead for Government Oil Refineries Administration. March 31. E.S.B. 6455/64.
Ministry of Defence:
Rainwear. April 1. E.S.B. 7585/64.
Tents. April 5. E.S.B. 7586/64.
Water Coolers; Refrigerators; Fans. April 1. E.S.B. 7584/64

JORDAN

Chemicals for Jordan Phosphate Mines Co., S.A. March 25. E.S.B. 7003/64.

KUWAIT

Ministry of Electricity and Water:
Air-conditioning and Ventilating Plant. March 29. E.S.B. 5784/64.*
Alkaline Batteries. March 25. E.S.B. 6469/64.*
Pumphouse Equipment and Installations. April 19. E.S.B 6465/64.*
Electric Light Fittings. March 25. E.S.B. 6468/64.*

MALAYSIA

Steel Pipes, Specials and Couplings for Public Works Department, Johore. March 28. E.S.B. 7060/64.

NEW ZEALAND

Air Compressor for Auckland Harbour Board. March 31. E.S.B. 7088/64.*
Radio Transmitting Equipment for New Zealand Broadcasting Corporation. April 3. E.S.B. 6449/64.*
Switchgear for Central Hawke's Bay Electric Power Board. April 10. E.S.B. 6482/64.*
Transistorized Flashing Units for New Zealand Railways. April 1. E.S.B. 6466/64.*

NICARAGUA

Irrigation Project for Empresa de Riego de Rivas. (Advance Information.) Closing date not known. E.S.B. 17018/63.

PAKISTAN

Press Dating Machines for Pakistan Western Railway. March 24. E.S.B. 6477/64.
Directorate of Supply, Dacca:
Turbine Pumps. April 13. E.S.B. 7007/64.*
Air-conditioning Plant. March 25. E.S.B. 7008/64.*
Chemical Laboratory Equipment. April 2. E.S.B. 7009/64.*
Directorate of Telegraph and Telephone:
Air-conditioning Equipment. April 9. E.S.B. 7568/64.
Air-conditioning Equipment. April 9. E.S.B. 7567/64.
Wire. April 2. E.S.B. 6472/64.*

SALVADOR

National Automatic Telephone System for La Administracion Nacional de Telecomunicaciones. (Further information.) E.S.B. 14389/63.*

SAUDI ARABIA

Medical Supplies for Ministry of Health. May 18. E.S.B. 7578/64.

SOUTH AFRICA

Hand and Garden Tools for Cape Provincial Tender Board. March 25. E.S.B. 6452/64.*
South African Railways:
Permanent Way Maintenance Equipment; Radio Equipment. April 3. E.S.B. 7052/64.*
Warehouse Trucks; Batteries and Battery Chargers. April 3. E.S.B. 7063/64.*
State Tender Board, Pretoria:
Aircraft Refuellers. March 26. E.S.B. 6483/64.*
Vehicles (Water Tankers). March 25. E.S.B. 7026/64.*
Laboratory Equipment. April 3. E.S.B. 7047/64.*
Laboratory Apparatus. April 1. E.S.B. 7538/64.*
Laboratory Apparatus and Equipment. April 1. E.S.B. 7539/64.*
Laboratory Apparatus. April 8. E.S.B. 7535/64.*
Laboratory Apparatus. April 6. E.S.B. 7536/64.*
Laboratory Apparatus. April 3. E.S.B. 7027/64.*
Lazyards. March 25. E.S.B. 7035/64.*

SOUTH VIETNAM

Central Purchasing Authority:
Pharmaceuticals and Drugs. March 27. E.S.B. 6480/64.*
Tape Recorder and Accessories. April 3. E.S.B. 7065/64.*

SOUTHERN RHODESIA

Dam Construction Project for Ministry of Water Development. (Advance Information.) Closing date not known. E.S.B. 7241/64.*
Insulators and Spindles for Electricity Supply Commission. April 2. E.S.B. 6451/64.
Vehicle Counters for City Engineer's Department, Salisbury. March 31. E.S.B. 6453/64.*

SUDAN

Wagon Wheels and Axle Sets for Sudan Railways. Closing date postponed to March 25. E.S.B. 3766/64.*

TANGANYIKA

Constructional Project for the University College, Dar-es-Salaam. (Pre-qualification information.) March 30. E.S.B. 6464/64

THAILAND

Government Pharmaceutical Laboratories:
Pharmaceuticals. March 26. E.S.B. 7029/64.
Glass Ampoules. March 25. E.S.B. 7029/64.
Transformers for Metropolitan Electricity Authority. (Further information.) E.S.B. 6257/64.*

TURKEY

Generators for the P.T.T. Administration. April 17. E.S.B. 7551/64.*
Prefabricated Metal Building for Allied Land Forces, South Eastern Europe. April 7. E.S.B. 7097/64.*
NATO Infrastructure Contract:
Construction Work for Turkish Authorities. Apply by April 3. G.D. 950/63(72).

UNITED STATES OF AMERICA

Shunt Capacitor Equipment for Bonneville Power Administration. April 9. E.S.B. 7002/64.*

VENEZUELA

Powerhouse Pumps and Accessories for C.V.G. Electrificacion del Caroni C.A. April 16. E.S.B. 6458/64.

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Abu Dhabi
Inquiry for automobiles and accessories; building materials; domestic electrical equipment; foodstuffs; linoleum; steel office furniture; stationery supplies. (E.S.B. 6807/64.)

All Countries
Successful bidders for overseas contracts. (E.S.B. 76/64.)

Australia
Agency inquiry for dust eradication equipment. (E.S.B. 5684/64.)
Agency inquiry for whisky. (E.S.B. 7283/64.)
Agency inquiry for beach wear. (E.S.B. 7289/64.)
Inquiry for textiles. (E.S.B. 6917/64.)
Inquiry for vehicle assembly plant. (E.S.B. 6754/64.)
Inquiry for gear boxes for locomotives. (E.S.B. 6539/64.)

Bahrain
Inquiry for detergent. (E.S.B. 6736/64.)

Canada
Inquiry for silver dresser and brush sets. (E.S.B. 6999/64.)
Inquiry for construction equipment. (E.S.B. 39181/63.)
Inquiry for hydraulic motors. (E.S.B. 7175/64.)
Inquiry for stationery. (E.S.B. 6915/64.)
Inquiry for electrical components. (E.S.B. 7165/64.)
Inquiry for wall tiles. (E.S.B. 7201/64.)

Ceylon
Inquiry for shore facilities for fisheries harbour. (E.S.B. 7234/64.)

Colombia
Inquiry in respect of feasibility study for filtration plant. (E.S.B. 6902/64.)

Congo, Republic of
Agency inquiry for vehicle and tractor spares. (E.S.B. 1242/64.)

Ecuador
Inquiry for garbage processing plant. (E.S.B. 5389/64.)

Egypt
Inquiry for public utility vehicles. (E.S.B. 6841/64.)

Finland
Agency inquiry for machines for compressing sanitary towels. (E.S.B. 7347/64.)
Inquiry for road rollers. (E.S.B. 838/64.)
Inquiry for chemicals; steel banding strip. (E.S.B. 25717/63.)

France
Agency inquiry for aluminium pressure die castings. (E.S.B. 6904/64.)
Agency inquiry for building materials; soft drinks; textiles. (E.S.B. 7269/64.)
Agency inquiry for confectionery; biscuits. (E.S.B. 6719/64.)
Agency inquiry for knitwear; suitings. (E.S.B. 7216/64.)
Inquiry for knitwear. (E.S.B. 6878/64.)
Inquiry for soft toys. (E.S.B. 17480/63.)
Inquiry for industrial raw materials. (E.S.B. 7203/64.)
Inquiry for knitwear. (E.S.B. 6783/64.)

France/East Germany
Trade Agreement. (C.R.E. 4053/G.)

France/Poland
Trade Agreement. (C.R.E. 5764/G.)

Germany, Federal Republic of
Agency inquiry for carpets. (E.S.B. 6925/64.)
Agency inquiry for machine tools. (E.S.B. 6879/64.)
Inquiry for white towelling waste. (E.S.B. 3943/64.)
Inquiry for gramophone records; hi-fi equipment; radio and television sets. (E.S.B. 5511/64.)
Inquiry for plastic sheeting. (E.S.B. 33908/63.)
Import opportunity – foodstuffs. (C.R.E. 158/62.)

Greece
Inquiry for compressors; excavators; forklift trucks. (E.S.B. 6723/64.)

Hong Kong
Tsuen Wan development plan. (E.S.B. 6744/64.)
Lists of suppliers and specialist contractors – further information. (E.S.B. 3519/64.)

Iceland
Market report on building materials. (E.S.B. 4504/64.)

Iraq
Inquiry for foundry cork. (E.S.B. 6735/64.)

(Continued on next page)

Electric motors of a special design for masonry saw duty - part of a recent contract for Luxembourg – being assembled at the Yate, Bristol, works of Newman Industries Ltd.

Israel
Agency inquiry for textile machinery. (E.S.B. 6870/64.)
Agency inquiry for steel. (E.S.B. 6869/64.)

Italy
Agency inquiry for agricultural machinery and products. (E.S.B. 6753/64.)

Italy/Denmark
Trade Agreement. (C.R.E. 2206/G.)

Italy/Iran
Trade Agreement. (C.R.E. 5718/58.)

Jamaica
Agency inquiry for electrical appliances; hardware; housewares; furniture; textiles; haberdashery. (E.S.B. 6919/64.)
Inquiry for machinery for the production of fluorescent ballasts. (E.S.B. 6866/64.)
Inquiry for burglar alarm systems; fixative for floor tiles. (E.S.B. 6531/64.)

Japan
Inquiry for canned dog food; woollen piece-goods; electrical domestic appliances. (E.S.B. 7438/64.)

Kenya
Agency inquiry for breakfast cereals; games and toys. (E.S.B. 33852/63.)

Luxembourg
Agency inquiry for confectionery. (E.S.B. 6983/64.)

Malaysia
Agency inquiry for map reflets; visual teaching aids. (E.S.B. 6715/64.)

Muscat and Oman
Miscellaneous agencies. (E.S.B. 6921/64.)

Netherlands
Inquiry for tools, hand and electric; metal and wood-working machinery; materials handling equipment. (E.S.B. 7179/64.)
Inquiry for greetings cards; picture post cards. (E.S.B. 7260/64.)
Manufacture under licence – gas heaters; sheet metal and tube products. (E.S.B. 6749/64.)

Norway
Manufacture under licence – winches. (E.S.B. 6852/64.)

Norway/Poland
Trade Agreement. (C.R.E. 5408/E.)

Philippines
Inquiry for laboratory apparatus. (E.S.B. 7163/64.)

Portugal
Inquiry for machinery and plant. (E.S.B. 6318/64.)

Saudi Arabia
Inquiry for telephone cables and accessories. (E.S.B. 6884/64.)

South Africa
Electrical power expansion. (E.S.B. 6978/64.)

Southern Rhodesia
Inquiry for rockets and equipment for rain making. (E.S.B. 7154/64.)

Sweden
Agency inquiry for caravans. (E.S.B. 7313/64.)
Agency inquiry for bedsocks. (E.S.B. 6644/64.)
Inquiry for leather watch straps; jewellery. (E.S.B. 6809/64.)

Sweden/U.S.S.R.
Trade Agreement. (C.R.E. 5408/2/E.)

Switzerland
Agency inquiry for piece-goods. (E.S.B. 6914/64.)
Agency inquiry for carpets and underlays; floor coverings and adhesives. (E.S.B. 7157/64.)
Agency inquiry for P.V.C. hoses. (E.S.B. 6708/64.)
Inquiry for carpets; furnishing fabrics, furniture. (E.S.B. 7219/64.)
Inquiry for umbrella fabrics. (E.S.B. 7307/64.)
Inquiry for plastics machinery. (E.S.B. 6580/64.)
Advertising. (No ref. no.)

Syria
Inquiry for woollen cloth. (E.S.B. 6826/64.)

Trinidad and Tobago
Agency inquiry for biscuits. (E.S.B. 7431/64.)

Turkey
Inquiry for apicultural equipment; livestock equipment; pasteurization plant. (E.S.B. 6069/64.)
Inquiry for gelatine capsule manufacturing machinery. (E.S.B. 494/63.)
Inquiry for biscuit manufacturing plant. (E.S.B. 6067/64.)
Collaboration – machinery and plant. (E.S.B. 6104/64.)

United States of America
Agency inquiry for leather. (E.S.B. 7140/64.)
Agency inquiry for textile machine parts. (E.S.B. 6627/64.)
Inquiry for clocks. (E.S.B. 6954/64.)
Inquiry for foodstuffs. (E.S.B. 6984/64.)
Inquiry for bearings; steel; forgings; stainless steel shapes and bolts; rubber seals. (E.S.B. 6584/64.)
Manufacture under licence – air-lock package; cadmium coating process; plastics spray gun. (E.S.B. 3220/64.)
Manufacture under licence – industrial processes and products. (E.S.B. 3220/64.)

Venezuela
Inquiry for bottle machinery; filters; whisky; glass containers; metal closures. (E.S.B. 6804/64.)

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters many wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

TRADE WITH NEW ZEALAND

As New Zealand's largest and leading bank, we offer a first-class and up-to-date banking and information service. We have the greatest coverage in the Dominion where over 380 branches and agencies are maintained.

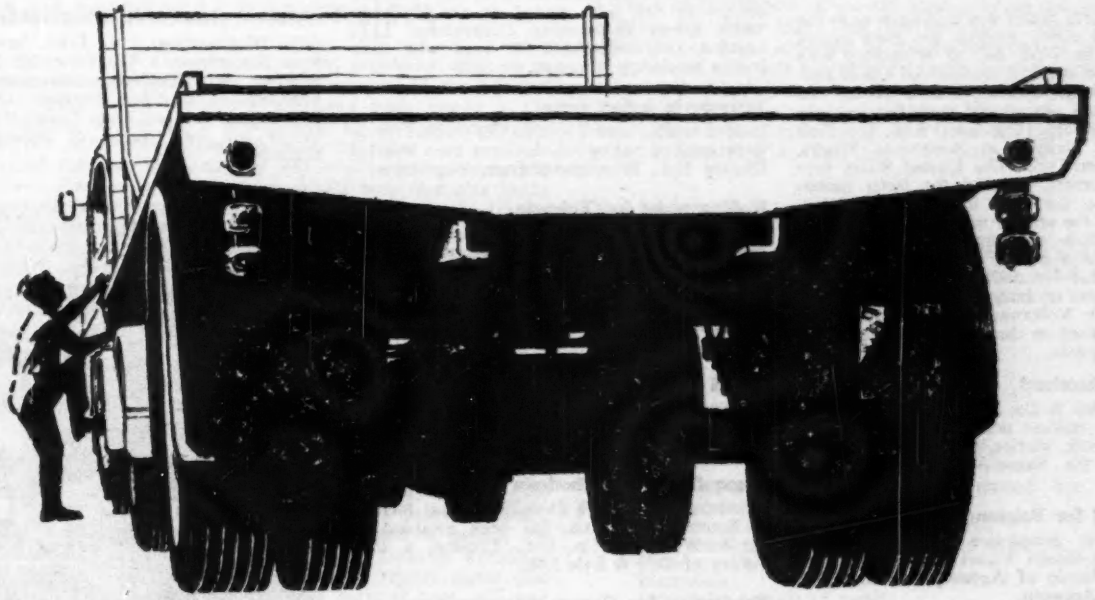
Enquiries are welcomed by our London office and by the Trade and Information Section of the Overseas Department at Head Office in Wellington.

Bank of New Zealand
Incorporated with limited liability in New Zealand in 1861

London Main Office: 1 Queen Victoria Street, EC4
Piccadilly Circus Office: 54 Regent Street, W1
Haymarket Office: 30 Royal Opera Arcade, SW1
Head Office: Wellington, New Zealand

THE BRITISH BANK OF THE MIDDLE EAST
Incorporated by Royal Charter 1889
HEAD OFFICE: 7 KING WILLIAM STREET, E.C.4
Mansion House 2643 (6 lines)
CAPITAL AND PUBLISHED RESERVES £5,437,000
A member of the Hongkong Bank Group
CHAIRMAN: Sir Dallas Bernard, Bart.
DEPUTY CHAIRMAN: G. C. R. Eley, C.B.E.
GENERAL MANAGER. C. F. Watt, O.B.E.
BRANCHES
ADEN · INDIA · IRAQ · JORDAN · LEBANON · LIBYA · MOROCCO
SAUDI ARABIA · TUNISIA · ABU DHABI · BAHRAIN · DUBAI
KUWAIT · MUSCAT · QATAR · SHARJAH
ASSOCIATED BANK IN IRAN—
THE BANK OF IRAN AND THE MIDDLE EAST
Capital Rials 250,000,000 (£1,200,000)

You supply the goods



Amstel supplies the credit

Every manufacturer of capital goods knows of the difficulties in providing credit for his customers abroad. Through the Amstel Club however, you can offer export credit with no cost or financial risk to yourself: what's more, the Club handles the actual negotiations, so they are simple, safe and fast, with no snags caused by differences in language or variations in commercial practice. In addition, Leasing facilities can be arranged through the Amstel Club member in the U.K., Belgium, France, Holland and West Germany. The Amstel Club is an association of leading financial houses, one in each country of the 'Six' the 'Seven' and the U.S.A., with affiliates in Australia, Canada, New Zealand and South Africa.

The U.K. member of the Amstel Club is
UNITED DOMINIONS TRUST LIMITED
51 EASTCHEAP, LONDON EC3

If you do business with Europe, importing or exporting, write for our booklet which explains more fully how the Amstel Club can help you.

THE AMSTEL CLUB INTERNATIONAL EXPORT FINANCE

AUSTRIA AVA-AUTOMOBIL-UND WARENKREDIT-BANK, G.m.b.H., VIENNA / **BELGIUM** BANQUE DE BRUXELLES, BRUSSELS / **DENMARK** DISKONTO-SELSKABET AF 1935 A/S, COPENHAGEN / **FRANCE** CRÉDIT MOBILIER INDUSTRIEL (SOVAC) PARIS / **WESTERN GERMANY** KUNDENKREDITBANK K.G.a.A., DÜSSELDORF **HOLLAND** INDUSTRIEELE DISCONTO MAATSCHAPPIJ N.V., AMSTERDAM / **ITALY** COMPASS, S.p.A., MILAN / **NORWAY** NORAMSTEL A/S, OSLO / **PORTUGAL** FINCOL—SOCIEDADE DE FINANCIAMENTOS LDA., LISBON / **SWEDEN** FINANSIERINGSAKTIEBOLAGET VENDOR, STOCKHOLM / **SWITZERLAND** AKO BANK ANSPAR-UND KREDIT-ORGANISATIONS A.G., ZÜRICH / **UNITED KINGDOM** UNITED DOMINIONS TRUST LIMITED, LONDON / **UNITED STATES OF AMERICA** COMMERCIAL CREDIT COMPANY, BALTIMORE.

Recent export orders

Firms are invited to send brief details of recent export orders or contracts for mention in this page.

£1 million order for manufacture in North-east

An order, worth nearly one million pounds for thirteen large power presses, has been placed by Volkswagen Werk AG of Wolfsburg with the production machine division of US Industries Inc., Chicago, Illinois, United States. The order has been placed for manufacture with Vickers Armstrong (Engineers) Ltd., for their power press division at Scotswood Works, Newcastle-upon-Tyne. The United States firm has an agreement whereby the latter manufacture presses for them in the United Kingdom. This is the second major order from W. Germany which the firm has placed with Vickers within a period of 6 months. All 13 presses are due for delivery during the latter half of this year or early 1965. They will be installed at the Volkswagen factory at Kassel and will be used in the manufacture of automobile body parts.

Ship for Switzerland

Charles Connell & Co. Ltd., Glasgow have received a £1¼ million order for a 33,000 ton-deadweight bulk carrier from Helica S/A, a member of the Suisse-Atlantique group of Lausanne.

Biscuit plant for Belgium

Two complete production lines have been ordered from Simon Vicars Ltd., Earlestown, by Biscuits Parein of Antwerp for their new factory near Antwerp.

Cable equipment for COMPAC

AEI Ltd. are to supply £250,000 of equipment for the second major section of COMPAC, the round the world telephone cable network which is to link Canada and Australia.

Lorries for Dominican Republic

Leyland Motors Ltd. have received a repeat order, worth £55,000 for haulage and tipper type lorries from their agents in Dominican Republic. The firm are also to supply Australia with £1,200,000 worth of bus and lorry chassis.

Air conditioning equipment for Egypt

Temperature Ltd., London, are to supply £200,000 worth of refrigerated air-conditioning equipment for a new wool-topsmill at Alexandria. The main contract to build the factory, believed to be the first of its kind in the Middle East, has been awarded to Prince-Smith and Stells Ltd. of Keighley.

More plant for Durgapur

Hindustan Steel Ltd., Durgapur have placed a £300,000 order with Edgar Allen & Co. Ltd., Sheffield, for dolomite preparation plant, in connection with the Durgapur steel plant extension. An order worth £600,000 for heat annealing and treatment furnaces and ancillary equipment has been gained by the Wellman Smith Owen Engineering Corporation Ltd., London; they will share the work with their Indian subsidiary company.

Yugoslavia orders tyres

Orders worth over £100,000 for rubber tyres to be used on heavy vehicles have been won by Dunlop Ltd., Birmingham from Yugoslavia.

Rolling plant for Bulgaria

W. H. A. Robertson & Co. Ltd., Bedford, a member of the T.I. Group, have won a £1¼ million order from Bulgaria for brass and copper rolling plant to produce 25,000 tons of brass and copper sheet a year. All the electrical equipment will be made by the English Electric Company.

Diesel engines for France

A French heavy vehicle manufacturer has placed an order with A.E.C. Ltd., Southall for £200,000 worth of diesel engines.

Sugar factory in Rhodesia

A contract to build a £3 million sugar factory in Southern Rhodesia, has been awarded to A. & W. Smith Co. Ltd., London, a subsidiary of Tate & Lyle Ltd.

Equipment for Cyprus power station

English Electric Co. Ltd. and Babcock & Wilcox Ltd. have won orders valued at over £2 million to supply generating plant and boilers, for the Moni Power Station in Cyprus.

Cargo loading equipment for U.S.A.

An order worth £300,000 for automatic loading and discharging installations for use on tanker ships has been placed with J. H. Carruthers Ltd., Glasgow, by the Texaco Panama Company. Orders for similar equipment have also been received from Israel, Belgium and Denmark.

Turbines for Nyasaland

English Electric Co. Ltd. have been awarded a contract to supply two water turbines and generators for the Nkula Falls Power Station, Blantyre, Nyasaland. The consulting engineers are Kennedy & Donkin and the contract is worth £425,000.

Russia orders dredgers

Against European and Japanese competition, Simons-Lobnitz Ltd., Renfrew, have won a £3 million contract for three dredgers from Sudimport, the Russian purchasing organization. They will be built at the Linthouse yard of Alexander Stephen & Sons with whom Simon-Lobnitz became associated in 1962.

Chemical plant for Czechoslovakia

GEC (Engineering) Ltd., Erith, have received from Strojexport a £33,000 order for drying, grinding and classifying equipment for the handling of bleached barytes. This is the fourth such contract from Czechoslovakia and brings the total value of orders to over £110,000.

A double-decker bus weighing over 7 tons being lifted easily by a 25-ton capacity Lancer sideloader, the largest in the world. It is one of two such machines worth over £50,000 made by Lancers Machinery Ltd., Leighton Buzzard, for export to Spain for handling heavy billets in a steel mill.

MARSTON BUILDINGS

Special purchase direct from Ministry enables us to offer at very attractive prices, for immediate delivery:

20 Marston Buildings 'Low' type
100' long x 45' wide x 16' to eaves.

10 Marston Buildings 'High' type
size as above but 25' to eaves.

All buildings suitable for erecting as multi-span in 45' units and extendable to any length in 25' multiples.

Send for details and illustrated leaflet to:-

GEORGE COHEN MACHINERY LIMITED,
Contractors' Plant Division,
600, Wood Lane, London, W.12.

FINANCE FOR ESTABLISHMENT OF INDUSTRY IN THE REPUBLIC OF SOUTH AFRICA

A South African financial institution is prepared to make available substantial capital to assist in the development or expansion of industry in Cape Town. Would also consider financing the development and marketing of approved patents for the manufacture or assembly of products which can be imported in partly processed condition, particularly where same can be handled on a franchise basis. Please write confidentially to Box 1869, Frost-Smith Advg., 14, New Burlington St., London, W.1., outlining proposition, and appointments will be arranged to meet Advertiser who will be visiting the U.K. early April.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

ISRAEL

Import of television sets

THE BRITISH EMBASSY in Tel Aviv have reported that the Tel Aviv Chamber of Commerce have confirmed a report that the Israeli Ministry of Commerce and Industry have decided to permit the import of television sets and parts, probably at rates of exchange less favourable than the official rate. A press report states that taxes on the import of television sets and parts thereof will be: Customs duty 60 per cent and purchase tax 100 per cent but not less than IL650 per unit (the official exchange rate is IL8.40= £1). Imports have hitherto been confined to sets brought into the country by immigrants.

An educational television service is to commence later this year, and it is expected that this will lead to the establishment of a general service later.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext 460/462).

SIERRA LEONE

Exchange control

GOVERNMENT Notice No. 221 published in the Sierra Leone *Gazette* of February 20, 1964, gives the following information:

> 'There is reason to believe that there is some apprehension in the minds of the public about the Sierra Leone Government's intentions regarding the imposition of further Exchange Control restrictions following the issue of the new Sierra Leone currency in August 1964.
>
> 'The Government would like to assure the public, both at home and abroad, that no such change is contemplated, nor is it their intention to bring in any new restrictions on remittances abroad. The present liberal application of Exchange Control is based on the simple principle that remittances to and from the sterling area are unrestricted and that remittances elsewhere are approved provided they are made for legitimate reasons. The public are also reminded of previous Government statements concerning their intention to maintain a generous attitude towards the repatriation of profits and investments by foreign investors.'

LEBANON

Import of canned foodstuffs

A NOTICE WAS published in the *Board of Trade Journal* on May 19 1961, (page 1208), giving details of a decree issued by the Lebanese Ministry of Health which required certain information to be shown on the labels of canned goods imported into Lebanon. The application of this decree has again been postponed and will not come into effect until March 31.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

Import and export restrictions

THE BAN on the import of second-hand printing machinery into the Lebanon has been lifted but the import of such machinery is subject to the prior approval of the Department of Industry.

Sulphur of all kinds has been removed from the export licensing system and chopped cereal straw has been reincluded.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

Double taxation — Lebanon

THE ARRANGEMENTS between the United Kingdom and the Lebanon for the avoidance of double taxation of Shipping and Air Transport Profits were published on March 4 as a schedule to an Order in Council numbered S.I. 1964 No. 278.

NIGERIA

Customs tariff amendments

INCREASED import duties have been imposed by the Federal Nigerian Government on:

- Footwear of leather and of other material.
- Bags and sacks, other than those made of jute.
- Cement.
- Mattresses.
- Household utensils of metal.
- Lubricating oils.
- Knitted fabrics of cotton or silk and certain other cotton or silk piece goods; other textile piece goods.
- Plastics ware.
- Biscuits.
- Meat, including poultry and game.
- Soap and soap products.
- Tyres of certain types and sizes.
- Yarns and threads of cotton and/or artificial silk other than those for sewing, darning, crocheting and embroidery.
- Stationery for educational purposes imported by schools, etc.

Further information can be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Full details of the increases and other amendments to the Customs Tariff will be published in the *Board of Trade Journal* on March 20, 1964.

REPUBLIC OF NIGER

Fiscal import duty on matches

THE NIGER *Journal Officiel* of November 15, 1963, published a decree, which came into force on November 6, 1963, which altered the fiscal import duty on matches (tariff number 36-06) from 1·50 francs CFA per box, to an *ad valorem* duty of 40 per cent.

Inquiries about this notice, which is based on an item in the French *Moniteur Officiel du Commerce International*, should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT Notice R.274 and R.275, published in the Republic of South Africa *Government Gazette* of February 28, set out the following amendments to the Republic's Customs Tariff with effect from that date. Britain pays the intermediate rate unless otherwise stated.

G.N. No.	Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
			Cents	Cents	Cents
R.274	76	Cotton:			
		(6) Woven fabric in the piece not being blanketing or canvas provided for under Item 75 (1), containing 50% or more by weight of cotton.			
		By the substitution, for the heading to paragraph (6) of the following heading:			
		(6) Woven fabrics containing 50% or more, by weight, of cotton (excluding fabrics provided for in Item 76 (8), canvas provided for in Item 75 (1) and blanketing)			
		By the addition, after paragraph (7), of the following paragraph:			
		(8) Woven fabrics containing 50% or more, by weight, of cotton, but containing not less than 15%, by weight, of wool, and weighing 6·6 oz. or more per square yard (excluding blanketing and plush or pile fabrics):			
		(a) the free-on-board price of which does not exceed 20 cents per yard	5%	10%	—
		per yd.	—	—	10¢
				or	
		per yd.	Free	1½	—
			whichever duty shall be the greater, and in addition		
		per yd.	6½ less 10% (Britain)	6½ less 10%	—
		(b) Other	—	20% or	20%
		per yd.	—	10 less 10%	12½
			whichever duty shall be the greater.		
	77	Wool and hair:			
		(7) Fabric in the piece (except fabrics provided for elsewhere in this item and blanketing) containing more than 50% by weight of wool or of hair or of wool and hair mixed:			
		(d) woven, other than worsted:			
		(i) manufactured from yarn of cotton and wool blended during the spinning process, but weighing not more than 4½ ozs. per square yard and containing not more than 60% by weight of wool	—	5%	25%
		(ii) manufactured from yarns of different colours forming a pattern or design, but excluding that provided for in sub-paragraph (iii)	—	5%	25%
		(iii) manufactured from single or plied yarns of different colours giving the material a melange appearance	—	20%	40%
		(iv) plain, whether natural, bleached or dyed, but excluding that provided for in sub-paragraph (i)	—	20%	40%
		(v) other:			
		(A) Containing 100% wool or hair or wool and hair mixed	—	5%	25%
		(B) Containing man-made fibre	—	5%	25%
		(C) Other	—	5%	25%
		By the substitution, for sub-paragraphs (ii), (iii), (iv) and (v) of paragraph (7) (d) of the following sub-paragraph:			
		(ii) other	—	20%	40%
	78	Man-made fibres:			
		By the addition, after paragraph (13), of the following paragraph:			
		(14) Woven fabrics containing more than 50% by weight of man-made fibres (excluding rayon or cellulose acetate), but containing not less than 15% by weight, of wool, and weighing 6·6 oz. or more per square yard (excluding blanketing and plush or pile fabrics):			
		(a) of a free-on-board price of less than 30 cents per yard	—	10% or	10%
		per yd.	—	1½	10¢
			whichever duty shall be the greater, and in addition		
		per yd.	—	6½ less 10%	
		(b) of a free-on-board price of 30 cents and more per yard	—	20%	20%
			with a minimum of		
		per yd.	—	—	10¢
	80	Fibre, waste, flock, yarn, threads, twists and fabric in the piece, n.e.e.:			
		By the addition, after paragraph (6), of the following paragraph:			
		(7) Woven fabrics containing not less than 15% by weight, of wool (excluding plush or pile fabrics):			
		(a) of a weight exceeding 3·75 oz. per square yard and a free-on-board price of more than 54 cents per yard	—	20%	—
			with a minimum of		
		per yd.	—	75 less 60%	—
		(b) other:			
		(i) of a weight of 6·6 oz. or more per square yard and a free-on-board price of 30 cents or more per square yard	—	20%	20%
			with a minimum of		
		per yd.	—	—	10¢
		(ii) other	—	10% or	10%
		per yd.	—	1½	10¢
			whichever duty shall be the greater, and in addition		
		per yd.	—	6½ less 10%	—
R.275	334	By the substitution, for the item, of the following item:			
		334. Umbrellas and sunshades (including walking stick umbrellas, umbrella tents, and garden and similar umbrellas)	—	20%	—

Government Notice No. R.274 also provides for the following amendments to the General Notes to the Customs Tariff:

(23) (a) 'Calico' means plain unprinted*, unbleached, loomstate, calendered, brushed, cropped, scoured, bleached, dyed, glazed, mercerized or shrunk materials manufactured in a plain weave with single or double ends or a combination of single and double ends from single or plied yarns or a combination of single and plied yarns, with a composition of 50 per cent or more by weight of cotton, but excluding:

(1) Material woven from yarn of cotton and wool, or from yarn of cotton and wool and other fibres, blended in both cases during the spinning process, weighing not more than 4½ ounces per square yard and containing not less than 15 per cent by weight of wool;

By the substitution, for sub-paragraph (1) of paragraph (23) (a) of the following sub-paragraph:

(1) material containing 15 per cent or more, by weight of wool;

(23) (b) 'Drill', 'twill' and 'sateen' means plain unprinted*, unbleached, loomstate, calendered, brushed, cropped, scoured, bleached, dyed, glazed, mercerized or shrunk materials manufactured in a twill or sateen weave, with a composition of 50 per cent or more by weight of cotton, but excluding:

(1) material woven from yarn of cotton and wool, or from yarn of cotton and wool and other fibres, blended in both cases during the spinning process, weighing not more than 4½ ounces per square yard and containing not less than 15 per cent by weight of wool;

By the substitution, for sub-paragraph (1) of paragraph (23) (b) of the following sub-paragraph:

(1) material containing 15 per cent or more, by weight, of wool.

*Note:

The term 'plain unprinted' includes material printed on the reverse side only and also material printed on either side with fugitive colours or dyes.

Imposition of ordinary dumping duty

GOVERNMENT Notice No. R.278, published in the Republic of South Africa *Government Gazette* of February 28, 1964, imposes, as from that

date, ordinary dumping duty in addition to any other duty payable thereon, on the undermentioned goods which are imported into the Republic from or originate in the territories mentioned hereunder. The dumping duty imposed also applies to any such goods imported under rebate of duty facilities:

Tariff Item	Goods	Territories
224 ex (g)	Dental anaesthetics put up in the form of cartridges.	Denmark, Federal Republic of Germany, Sweden, Switzerland, United Kingdom of Great Britain and Northern Ireland, United States of America, Western Sectors of Berlin.

Rebate of duty for manufacturing purposes

GOVERNMENT Notice No. R.276, published in the Republic of South Africa *Government Gazette* of February 28, amends the Second Schedule to the Republic's Customs Tariff as follows:

Item	Article	Duty Rebated as under
491	Industry for the manufacture of clothing other than shirts, collars, pyjamas, nightdresses, knitted apparel, waterproof clothing and clothing of real or imitation fur:	
	(1) (a) For the manufacture of women's, girls', men's and boys' clothing, the following:	
	By the substitution, for sub-paragraph (xv) of paragraph (1) (a) of the following sub-paragraph:	
	(xv) Woven unprinted fabrics of a free-on-board price exceeding 90 cents per lb. by weight of material containing more than 50%, by weight, of man-made fibre (other than rayon or cellulose acetate or mixtures thereof), but excluding the following:	The whole duty less *ad val.* 10%.
	Pocketing, linings and interlinings;	
	Fabrics weighing more than 3·75 oz. per yard and of a free-on-board value exceeding 54 cents per yard; and	
	Fabrics containing 15% or more, by weight, of wool and weighing 6·6 oz. or more per square yard, for the manufacture of men's and boys' clothing.	
	By the substitution, for sub-paragraph (xvi) of paragraph (1) (a), of the following sub-paragraph:	
	(xvi) Woven unprinted fabrics of a free-on-board price exceeding 90 cents per lb. by weight of material, containing in their composition cotton or man-made fibres or mixtures thereof, in respect of which no single fibre taken separately, or rayon and cellulose acetate or wool and hair taken together, exceed 50%, by weight, except in the case of cotton which shall constitute less than 50%, by weight, but excluding the following:	The whole duty less *ad val.* 10%.
	Pocketings, linings and interlinings;	
	Fabrics weighing more than 3·75 oz. per yard and of a free-on-board value exceeding 54 cents per yard;	
	Worsted fabrics containing not less than 30% by weight, of wool or hair or mixtures of wool or hair or mixtures of wool and hair; and	
	Fabrics containing 15% or more, by weight, of wool and weighing 6·6 oz. or more per square yard, for the manufacture of men's and boys' clothing.	
	By the substitution, for sub-paragraph (xix) of paragraph (1) (a), of the following sub-paragraph:	
	(xix) For the manufacture of women's, girls', men's and boys' clothing, but excluding women's and girls' outer garments:	
	Woven unprinted fabrics containing more than 50%, by weight, of rayon or cellulose acetate or mixtures thereof, not containing any cotton, excluding the following:	
	Pocketings, linings and interlinings;	
	Winter sheeting;	
	Repp and slub fabrics;	
	Fabrics of a free-on-board price not exceeding 77½ cents per lb. by weight of material; and	
	Fabrics containing 15% or more, by weight, of wool and weighing 6·6 oz. or more per square yard, for the manufacture of men's and boys' clothing:	
	Liable to the minimum or intermediate duties . . .	The whole duty less *ad val.* 5% or less {2½ cents per yard less *ad val.* 5% whichever amount shall be the greater.
	Liable to the maximum duty .	The whole duty less *ad val.* 10% or less {3½ cents per yard less *ad val.* 5% whichever amount shall be the greater.
	By the addition, after sub-paragraph (xxviii) of paragraph (1) (a), of the following sub-paragraph:	
	(xxix) For the manufacture of women's and girls' outer garments:	
	Fabrics containing more than 50%, by weight, of wool, weighing less than 6·6 oz. per square yard, but excluding the following:	The whole duty less *ad val.* 10%.
	Worsted fabrics;	
	Fabrics (woven from yarns containing cotton and wool mixed during the spinning process) weighing not more than 4·25 oz. per square yard and containing not more than 60% by weight, of wool; and	
	Plain coloured fabrics, including fabrics woven from yarns spun from fibres of different colours giving the fabric a melange appearance.	

IRAQ

Certificates of origin

(*see page 607*)

GHANA

Notice to Importers No. 245

THE GHANA Controller of Imports and Exports announces, in the Ghana *Commercial and Industrial Bulletin* of February 24, 1964, the introduction of the following new Open General Import Licences.

OPEN GENERAL IMPORT LICENCE No. I

(a) Bona-fide trade samples, provided that it is established to the satisfaction of the officer of Customs and Excise at the place of importation that the quantities are not excessive in relation to the nature of the goods concerned. This concession is normally limited to one sample of each type of variety of goods. In cases of doubt the importer should make application to the Controller of Imports and Exports before shipment is made.

(b) Personal or household effects of crews or passengers imported by air, sea, or overland provided these are duly declared to the officer of Customs and Excise at the port of importation and that it is established to his satisfaction:
  (i) that they are not being imported as merchandise or for sale but are intended for the personal or household use of the member of the crew or passenger; and
  (ii) that in the case of household effects, the goods are being imported on a bona-fide transfer of residence of the owner to this country.

(c) Gifts addressed to individuals in this country provided that they satisfy the following conditions:
  (i) they must be bona-fide unsolicited gifts and must not be imported as merchandise or for sale;
  (ii) they must be clearly marked as gifts;
  (iii) the weight or value does not exceed 22 lb. gross or £G25, whether the gifts are sent by post or otherwise;
  (iv) not more than one parcel is received by any individual from the same donor in six consecutive calendar months within any one calender year.

(d) The issue of Open General Import Licence does not permit the importation of any goods which are prohibited by virtue of Special Legislation.

OPEN GENERAL IMPORT LICENCE No. II

(a) Single copies of books, newspapers, magazines and periodicals (except within the meaning of items 9 and 14 of the Schedules to the Customs Ordinance (Cap. 167)) addressed to individuals but not for resale, from any country except those covered by Notice to Importers Nos. 146 and 152.

(b) Live animals for domestic pets not for resale.

(c) Fish – fresh, chilled or frozen, caught by Ghanaian owned fishing vessels registered and licensed in Ghana. This does not include foreign vessels, chartered by Ghanaians even though they are registered and licensed in Ghana as such.

Car imports

IN THE *Board of Trade Journal* of February 28, 1964 (page 484) mention was made of a report that no import licences would be issued for cars of a c.i.f. value exceeding £800. This report has now been denied by the Ghana Ministry of Trade.

SOUTHERN RHODESIA

Customs tariff changes

PRELIMINARY NOTICE was given in the *Board of Trade Journal* of March 6 (page 536) of increases in Southern Rhodesia's customs duties. A copy has now been received of the Customs and Excise Tariff (Amendment) Notice of Motion, 1964 (No. 1), published as Southern Rhodesia Government Notice No. 139 of February 28, 1964, which gives details of these tariff changes. The items affected and the new rates of duty are as follows:

PART II. (Britain pays the column D rate of duty)

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
2 (2)	Yeast . . . *ad val.*	30%	20%	20%	10%
	or per lb.	£0 0s. 7½d.	£0 0s. 5d.	£0 0s. 5d.	£0 0s. 5d.
	less *ad val.*	—	—	—	10%
		which ever duty shall be the greater			
3 (1)	Biscuits, cakes, puddings and pastry . . . *ad val.*	40%	30%	30%	20%
	or per lb.	£0 1s. 0d.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 9d.
	less *ad val.*	—	—	—	10%
		which ever duty shall be the greater			
6 (2)	Peanut butter . . per lb.	£0 0s. 8d.	£0 0s. 7d.	£0 0s. 6d.	£0 0s. 6d.
14 (1)	Confectionery: plain or fancy of all kinds, compounded, made or preserved with sugar, sweetened chocolate, n.e.e., sweetmeats, crystallized fruits, candied or preserved ginger and chow-chow:				
	(a) Sweetened chocolate slabs .		Duties unchanged		
	(b) Other . . *ad val.*	30%	20%	20%	10%
	or per lb.	£0 0s. 10d.	£0 0s. 7½d.	£0 0s. 7½d.	£0 0s. 5d.
		which ever duty shall be the greater			
22	Fruits:				
	(b) Bottled, tinned or otherwise preserved, except crystallized fruits; but including pulp and candied peel:				
	(i) Citrus, excluding candied peel and fruit salad *ad val.*	40%	30%	30%	20%
	(ii) Other . . *ad val.*	30%	20%	20%	10%
27 (2)	Puddings and cake powders, jelly powders and squares *ad val.*	30%	20%	20%	10%
	or per lb.	£0 1s. 0d.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 6d.
		which ever duty shall be the greater			
29	Macaroni, spaghetti, vermicelli, noodles and similar preparations . . . *ad val.*	40%	30%	30%	20%
	or per lb.	£0 0s. 5d.	£0 0s. 4d.	£0 0s. 4d.	£0 0s. 4d.
	less *ad val.*	—	—	—	10%
		which ever duty shall be the greater			
32	Milk (including cream) condensed or preserved:				
	(a) Full cream:				
	(i) Dried . . per lb.	£0 1s. 1½d.	£0 1s. 1½d.	£0 1s. 0d.	£0 1s. 0d.
	(ii) Other . . per lb.	£0 0s. 1d.	£0 0s. 1d.	Free	Free
	(b) Skimmed or separated:				
	(i) Dried . . per lb.	£0 0s. 4d.	£0 0s. 4d.	£0 0s. 3d.	£0 0s. 3d.
	(ii) Other . . per lb.	£0 0s. 1d.	£0 0s. 1d.	Free	Free
36	Pickles, sauces, chutneys and other condiments, n.e.e. . *ad val.*	40%	30%	20%	20%
43	(b) Golden and maple syrup, and treacle . *ad val.*	40%	30%	30%	20%
	or per lb.	£0 0s. 7½d.	£0 0s. 5d.	£0 0s. 5d.	£0 0s. 5d.
	less *ad val.*	—	—	—	10%
		which ever duty shall be the greater			
45	Tea . . . per lb.	£0 1s. 1d.	£0 0s. 11d.	£0 0s. 9d.	£0 0s. 9d.
46	Vegetables:				
	(b) Tinned or otherwise preserved, including grains, fruits and pulses preserved as vegetables but excluding dried or split pulses:				
	(i) Peas, beans, brussels sprouts and cauliflowers, frozen . *ad val.*	40%	30%	30%	20%
	or per lb.	£0 1s. 3d.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 9d.
	less *ad val.*	—	—	—	10%
		which ever duty shall be the greater			
	(ii) Tinned beans, peas and sweet corn *ad val.*	40%	30%	30%	20%
	or per lb.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 6d.
	less *ad val.*	—	—	—	10%
		which ever duty shall be the greater			
	(iii) Other. . *ad val.*	40%	30%	30%	20%
48 (1)	Ale, beer and stout, all kinds, of strength exceeding 3% of proof spirit . per imp. gal.	£0 9s. 3d.	£0 7s. 3d.	£0 7s. 3d.	£0 6s. 9d.
49	Beverages, not exceeding 3% of proof spirit:				
	(a) Fruit juices, cordials and syrups:				
	(i) Unsweetened lime juice, full pulp, settled or filtered, not being further processed than by the addition of preservative; unsweetened blackcurrant juice: in bulk *ad val.*	30%	20%	20%	10%
	(ii) Other . . *ad val.*	40%	30%	30%	20%
	(b) Other kinds, n.e.e. *ad val.*	40%	30%	30%	20%

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
50	Spirits:				
	(a) (i) Liqueurs cordials and mixed potable spirits (except bitters) exceeding 3% of proof spirit per imp. prf. gal.	£7 10s. 10d.	£6 2s. 6d.	£6 2s. 6d.	£6 2s. 6d.
	(ii) Bitters per imp gal.	£3 10s. 0d.	£2 8s. 0d.	£2 5s. 0d.	£2 5s. 0d.
	(b) Other spirituous liquors, exceeding 3% of proof spirit, n.e.e.:				
	(i) Brandy per imp .prf. gal.	£7 10s. 10d.	£6 2s. 6d.	£6 2s. 6d.	£6 2s. 6d.
	(ii) Gin per imp. prf. gal.	£7 10s. 10d.	£6 2s. 6d.	£6 2s. 6d.	£6 2s. 6d.
	(iii) Whisky per imp. prf. gal.	£7 10s. 10d.	£6 2s. 6d.	£6 2s. 6d.	£6 2s. 6d.
	(iv) Other per imp. prf. gal.	£7 10s. 10d.	£6 2s. 6d.	£6 2s. 6d.	£6 2s. 6d.
	(c) Plain or rectified spirits per imp. prf. gal.	£7 10s. 10d	£6 2s. 6d.	£6 2s. 6d.	£6 2s. 6d.
	(d) Rum . per imp. prf. gal.	£8 4s. 2d.	£6 5s. 6d.	£6 2s. 6d.	£6 2s. 6d.
	(e) Methylated spirits exceeding 3% of proof spirit:				
	(i) Coloured methylated spirits per imp. prf. gal.	£0 2s. 0d.	£0 1s. 3d.	£0 1s. 3d.	£0 1s. 3d.
	(ii) Other . per imp. prf. gal.	£7 10s. 10d.	£6 2s. 6d.	£6 2s. 6d.	£6 2s. 6d.
	NOTES: (1) For the purpose of paragraphs (b) and (d) of this item no allowance will be made for underproof in excess of 22%.				
	(2) Coloured methylated spirits means unsweetened and unflavoured spirits methylated by such means as may be prescribed by regulation for the preparation of coloured methylated spirits produced within Southern Rhodesia to every hundred gallons of which has been added three-eighths of one gallon of mineral naphtha (petroleum oil) and not less than one fortieth of an ounce by weight of powdered methyl violet dye.				
52	Wines:				
	(a) Still wines, not exceeding 25% of proof spirit per imp. gal.	£0 18s. 0d.	£0 14s. 0d.	£0 14s. 0d.	£0 14s. 0d.
	(b) Still wines, exceeding 25% of proof spirit but not exceeding 50% . per imp. gal.	£1 4s. 0d.	£0 18s. 0d.	£0 18s. 0d.	£0 18s. 0d.
	(c) Sparkling wines per imp. gal.	£1 16s. 0d.	£1 6s. 0d.	£1 6. 0d.	£1 6s. 0d.
	NOTES: (1) Wines containing less than 3% of proof spirit are not included in the above, and wines containing more than 50% of proof spirit are classified as spirits.				
	(2) Wines having an absolute gaseous pressure exceeding 50 pounds per square inch at a temperature of 80° Fahrenheit and wines having an absolute gaseous pressure of 50 pounds per square inch or less at a temperature of 80° Fahrenheit shall be classified as sparkling wines and still wines respectively.				
54	Cigarettes . . . per lb.	£0 16s. 3d.	£0 14s. 3d.	£0 14s. 3d.	£0 14s. 3d.
	and in addition *ad val.*	15%	15%	15%	15%
57	Tobacco, manufactured:				
	(a) Cigarette . . per lb.	£0 11s. 3d.	£0 9s. 3d.	£0 9s. 3d.	£0 9s. 3d.
61	(1) Blankets and rugs, blanketing, n.e.e.; and sheets commonly used as blankets or rugs and known as kaffir sheets *ad val.*	40%	30%	30%	20%
	or per lb.	£0 1s. 8d.	£0 1s. 3d.	£0 1s. 3d.	£0 0s. 10d.
		which ever duty shall be the greater.			
	(2) Raw blanketing and raw blanket cloth, n.e.e. . *ad val.*	40%	30%	30%	20%
	or per lb.	£0 2s. 6d.	£0 2s. 1d.	£0 2s. 1d.	£0 1s. 8d.
		which ever duty shall be the greater.			
63 (1)	Carpets, floor rugs, mats and matting, n.e.e., including underfelt, n.e.e.:				
	(a) Of a free-on-board value of not less than £0 15s. 0d. per square yard and not more than £1 10s. 0d. per square yard. . . *ad val.*	30%	20%	17½%	10%
	and in addition per sq. yd.	£0 4s. 0d.	£0 3s. 0d.	£0 3s. 0d.	£0 3s. 0d.
65	Clothing:				
	(e) Women's and girls' outer garments, n.e.e.:				
	(i) Dresses:				
	(A) Measuring more than 28 inches from shoulder to hem *ad val.*	40%	30%	30%	20%
	or per garment	£0 11s. 0d.	£0 8s. 6d.	£0 8s. 6d.	£0 8s. 6d.
	less *ad val.*	—	—	—	10%
		which ever duty shall be the greater.			
	(B) Other . *ad val.*	40%	30%	30%	20%
	or per garment	£0 5s. 3d.	£0 4s. 0d.	£0 4s. 0d.	£0 4s. 0d.
	less *ad val.*	—	—	—	10%
		which ever duty shall be the greater.			
	(ii) Blouses of woven material:				
	(A) Of a chest measurement of 30 inches or more . *ad val.*	40%	30%	30%	20%
	or per garment	£0 4s. 9d.	£0 3s. 6d.	£0 3s. 6d.	£0 3s. 6d.
	less *ad val.*	—	—	—	10%
		which ever duty shall be the greater.			

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
	(B) Other . *ad val.* or per garment less *ad val.*	40% £0 2s. 7½d. —	30% £0 2s. 0d. —	30% £0 2s. 0d. —	20% £0 2s. 0d. 10%
		which ever duty shall be the greater.			
	(iii) Skirts: (A) Of a waist measurement of 23 inches or more . *ad val.* or per garment less *ad val.*	40% £0 4s. 9d. —	30% £0 3s. 6d. —	30% £0 3s. 6d. —	20% £0 3s. 6d. 10%
		which ever duty shall be the greater.			
	(B) Other . *ad val.* or per garment less *ad val.*	40% £0 2s. 7½d. —	30% £0 2s. 0d. —	30% £0 2s. 0d. —	20% £0 2s. 0d. 10%
		which ever duty shall be the greater.			
	(iv) Other . . *ad val.*	40%	30%	30%	20%
	(f) (i) Singlets, undervests and similar garments: (A) Of a chest measurement of 30 inches or more . *ad val.* or per garment	40% £0 1s. 9d.	30% £0 1s. 0d.	30% £0 1s. 0d.	20% £0 0s. 9½d.
		which ever duty shall be the greater.			
	(B) Other . *ad val.* or per garment	40% £0 1s. 0½d.	30% £0 0s. 7½d.	30% £0 0s. 7½d.	20% £0 0s. 5d.
		which ever duty shall be the greater.			
	(ii) Other underwear: (A) Bloomers, panties, men's underpants and similar garments of a waist measurement of 23 inches or more *ad val.* or per garment	40% £0 1s. 7½d.	30% £0 1s. 0½d.	30% £0 1s. 0½d.	20% £0 0s. 10d.
		which ever duty shall be the greater.			
	(B) Petticoats and slips *ad val.* or per garment	40% £0 3s. 0d.	30% £0 2s. 0d.	30% £0 2s. 0d.	20% £0 1s. 9½d.
		which ever duty shall be the greater.			
	(C) Foundation garments, including brassieres, corselettes corsets, girdles, roll-ons and suspender belts . *ad val.*	40%	30%	30%	20%
	(D) Other . *ad val.* or per garment	40% £0 1s. 0½d.	30% £0 0s. 7½d.	30% £0 0s. 7½d.	20% £0 0s. 5d.
		which ever duty shall be the greater.			
	(g) Shirts and jacket shirts: (i) Of a chest measurement of 30 inches or more *ad val.* or per garment	40% £0 9s. 0d.	30% £0 6s. 0d.	30% £0 6s. 0d.	20% £0 4s. 9d.
		which ever duty shall be the greater.			
	(ii) Other . . *ad val.* or per garment	40% £0 6s. 0d.	30% £0 3s. 9d.	30% £0 3s. 9d.	20% £0 2s. 6d.
		which ever duty shall be the greater.			
	(j) Cardigans, jerseys, pullovers, lumber jackets, blouses and similar garments: knitted or crocheted: (i) Of a chest measurement of more than 34 inches *ad val.* or per garment	40% £0 6s. 3d.	30% £0 4s. 0d.	30% £0 4s. 0d.	20% £0 3 s. 7½d
		which ever duty shall be the greater.			
	(m) All other: (ii) Pyjamas, nightdresses and nightshirts: (A) Of a chest measurement (pyjama tops, nightdresses or nightshirts) exceeding 32 inches or a waist measurement (trousers, shorts or panties) exceeding 23 inches *ad val.* or per garment less *ad val.*	40% £0 5s. 0d. —	30% £0 3s. 6d. —	30% £0 4s. 6d. —	20% £0 3s. 6d. 10%
		which ever duty shall be the greater.			
	(B) Other . *ad val.*	40%	30%	30%	20%
70	Socks and stockings: (a) Ladies' stockings *ad val.*	40%	25%	25%	10%
	(b) Other . . *ad val.* or per pair less *ad val.*	50% £0 1s. 0d. —	35% £0 0s. 6d. —	35% £0 0s. 6d. —	20% £0 0s. 6d. 15%
		which ever duty shall be the greater.			
73	Millinery, drapery, haberdashery and textile articles of furnishing and napery: (a) Towels; towelling napkins; and towelling, in the piece *ad val.* or per lb. less *ad val.*	40% £0 5s. 0d. —	32½% £0 4s. 0d. —	30% £0 4s. 0d. 2½%	20% £0 4s. 0d. 12½%
		which ever duty shall be the greater.			
	(c) Bed sheets . *ad val.* or per sq. yd. less *ad val.*	40% £0 1s. 9d. —	32½% £0 1s. 6d. —	30% £0 1s. 6d. 2½%	20% £0 1s. 6d. 12½%
		which ever duty shall be the greater.			
	(d) Other, n.e.e.: (i) Textile . *ad val.* or per lb. less *ad val.*	40% £0 5s. 0d. —	32½% £0 4s. 0d. —	30% £0 4s. 0d. 2½%	20% £0 4s. 0d. 12½%
		which ever duty shall be the greater.			
	(ii) Other . . *ad val.*	30%	22½%	20%	10%
76	Piece-goods, woven, knitted, crocheted or felted, n.e.e.: (c) Containing more than 50% of cotton, n.e.e.: (i) Printed or manufactured from coloured yarns as defined in Notes (2) and (3) to this item, and corduroy: containing 100% of cotton: (A) Imported or taken out of bond under the authority of a licence issued by the Secretary for Trade Industry and Development and under such conditions as the Controller may approve *ad val.* or per sq. yd.	40% £0 1s. 0d.	20% £0 0s. 6d.	20% £0 0s. 6d.	7½% £0 0s. 2d.
		which ever duty shall be the greater.			
	(B) Other . *ad val.* or per sq. yd.	40% £0 1s. 3d.	20% £0 0s. 9d.	20% £0 0s. 9d.	7½% £0 0s. 3d.
		which ever duty shall be the greater.			
	(ii) Other, containing 100% of cotton: (A) Weighing not less than 4 oz. per square yard: not being in a drill, twill, sateen or satin weave of a free-on-board value of less than £0 5s. 0d. per square yard; imported or taken out of bond under the authority of a licence issued by the Secretary for Trade, Industry and Development and under such conditions as the Controller may approve: (I) In the loom state, commonly known as grey cloth, and bleached cloth as defined in Note (4) to this item *ad val.* or per sq. yd.	40% £0 1s 3d.	20% £0 0s. 9d.	20% £0 0s. 9d.	7½% £0 0s. 3d.
		which ever duty shall be the greater.			
	(II) Other *ad val.* or per sq. yd.	40% £0 1s. 0d.	20% £0 0s. 6d.	20% £0 0s. 6d.	7½% £0 0s. 2d.
		which ever duty shall be the greater.			
	(B) Weighing less than 4 oz. per square yard . *ad val.* or per sq. yd.	40% £0 1s. 0d.	20% £0 0s. 6d.	20% £0 0s. 6d.	7½% £0 0s. 2d.
		which ever duty shall be the greater.			
	(C) Other, weighing less than 4 oz. per squard yard *ad val.* or per sq. yd.	40% £0 2s. 0d.	20% £0 1s. 6d.	20% £0 1s. 6d.	7½% £0 1s. 2d.
		which ever duty shall be the greater.			
	(iii) Printed or manufactured from coloured yarns as defined in Notes (2) and (3) to this item, and corduroy; containing less than 100% of cotton: (A) Imported or taken out of bond under the authority of a licence issued by the Secretary of Trade, Industry and Development and under such conditions as the Controller may approve *ad val.* or per sq. yd.	40% £0 1s. 0d.	20% £0 0s. 6d.	20% £0 0s. 6d.	5% £0 0s. 1½d.
		which ever duty shall be the greater.			
	(B) Other . *ad val.* or per sq. yd.	40% £0 1s. 3d.	20% £0 0s. 9d.	20% £0 0s. 9d.	5% £0 0s. 4½d.
		which ever duty shall be the greater.			
	(iv) Other, containing less than 100% of cotton: (A) Weighing not less than 4 oz. per square yard: not being in a drill, twill, sateen or satin weave of a free-on-board value of less than £0 5s. 0d. per square yard: imported or taken out of bond under the authority of a licence issued by the Secretary for Trade, Industry and Development and under such conditions as the Controller may approve: (I) In the loom state, commonly known as grey cloth, and bleached cloth as defined in				

SOUTHERN RHODESIA, *continued*

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
	Note (4) to this item *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 1s. 3d.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 4½d.
		which ever duty shall be the greater.			
	(II) Other *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 1½d.
		which ever duty shall be the greater.			
	(B) Weighing less than 4 oz. per square yard . *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 1½d.
		which ever duty shall be the greater.			
	(C) Other, weighing less than 4 oz. per square yard . *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 2s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 1s. 1½d.
		which ever duty shall be the greater.			
	(f) Other, n.e.e.:				
	(i) Printed or manufactured from coloured yarns as defined in Notes (2) and (3) to this item:				
	(A) Imported or taken out of bond under the authority of a licence issued by the Secretary of Trade, Industry and Development and under such conditions as the Controller may approve *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 1½d.
		which ever duty shall be the greater.			
	(B) Other . *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 1s. 3d.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 4½d.
		which ever duty shall be the greater.			
	(ii) Other:				
	(A) Weighing not less than 4 oz. per square yard: not being in a drill, twill, sateen or satin weave of a free-on-board value of less than £0 3s. 6d. per squsre yard: imported or taken out of bond under the authority of a licence issued by the Secretary for Trade, Industry and Development and under such conditions as the Controller may approve . *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 1½d.
		which ever duty shall be the greater.			
	(B) Weighing less than 4 oz. per square yard *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 1s. 0d.	£0 0s. 6d.	£0 0s. 6d.	£0 0s. 1½d.
		which ever duty shall be the greater.			
	(C) Other, weighing not less than 4 oz. per square yard *ad val.*	40%	20%	20%	5%
	or per sq. yd.	£0 2s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 1s. 1½d.
		which ever duty shall be the greater.			
	NOTES: (1) Dyed cloth means fabric which has been dyed a uniform colour or manufactured from dyed yarns or mixtures of dyed and undyed yarns so as to produce the appearance of a uniform colour, but for the purposes of this definition a dye shall not include a fugitive colour or dye.				
	(2) Printed cloth means:				
	(a) fabric which has been subjected to any process of printing whereby there is printed on it a design or pattern covering the whole of the surface of the fabric or a substantial portion of it;				
	(b) fabric which has been manufactured from yarns which have been subjected to any process of printing resulting in a fabric bearing a design or pattern over the whole of its surface or over a substantial portion of it.				
	For the purpose of this definition the term 'printed' excludes fabric printed on the reverse side only and material printed on either side with only fugitive colours or dyes.				
	(3) Cloth manufactured from coloured yarns means a fabric manufactured from dyed or dyed and undyed yarns so as to produce a distinct figure, design or pattern in two or more colours or shades of colours over the whole surface of the cloth or a substantial portion of it.				
	(4) Bleached cloth means fabric bleached in the piece or manufactured from bleached yarns and includes fabric which has been dyed white or treated with substances to intensify its apparent whiteness and bleached fabric which has been coloured with fugitive colours or dyes.				
78	Rope, cordage and twine:				
	(a) Weighing not more than one pound in weight per 25 yards, excluding sisal or jute *ad val.*	50%	40%	20%	20%
81	Threads and yarns, n.e.e.:				
	(a) Containing 50% or more of cotton:				
	(i) Containing 100% of cotton . *ad val.*	30%	20%	20%	20%
	(ii) Cotton with rayon *ad val.*	30%	20%	20%	20%
	(iii) Other . *ad val.*	10%	Free	Free	Free
	(b) Containing more than 50% of rayon:				
	(i) Containing 100% of rayon . *ad val.*	30%	25%	20%	20%
	(ii) Rayon with cotton *ad val.*	30%	25%	20%	20%
	(iii) Other . *ad val.*	10%	5%	Free	Free
86 (1)	Bicycles, tricycles and motor cycles, not being toys:				
	(a) (i) Bicycles and tricycles *ad val.*	100%	35%	25%	15%
	or each	£8 0s. 0d.	£2 16s. 0d.	£2 0s. 0d.	£1 4s. 0d.
		which ever duty shall be the greater.			
	(ii) Spare parts and accessories therefor, but not including electric lamp bulbs, tyres and tubes, when imported separately . *ad val.*	100%	35%	25%	15%
	(b) Motor cycles, not being vehicles equipped with reverse gear; and sidecars:				
	(i) (A) Motor cycles, whether or not equipped with sidecars, with an engine capacity not exceeding 70 cubic centimetres . *ad val.*	100%	27½%	10%	10%
	(B) Other, whether or not equipped with sidecars. *ad val.*	100%	30%	12½%	12½%
	(C) Sidecars imported separately *ad val.*	100%	30%	12½%	12½%
	(ii) Chassis for motor tricycles and sidecars (for conversion into vehicles with bodies built in Southern Rhodesia) and component parts, including tyres and tubes, to be used in the construction of such chassis; in according with rules made by the Controller *ad val.*	10%	5%	Free	Free
	(iii) Parts and spare parts and accessories, n.e.e. *ad val.*	25%	15%	5%	5%
94	(2) Electronic calculating or data processing machines, being digital or analogue computers, including input and output units or memory devices therefor worked in electrical connection therewith, and separately imported auxiliary off-line machines or controls designed for use with such machines; statistical or accounting machines of a kind used for establishing accounts or data in the form of or derived from magnetic tape or punched tape or cards and auxiliary machines therefor: not including parts or accessories elsewhere provided for *ad val.*	10%	50%	Free	Free
	(3) Other, including book-keeping machines, totalisers and typewriters incorporating a calculating device . *ad val.*	35%	22½%	22½%	10%
97	(2) Belt and bucket conveyors and conveyor belts and belting:				
	(a) Bucket conveyors; and belt conveyors mounted on mobile chassis . *ad val.*	10%	5%	Free	Free
	(b) Belt conveyors, n.e.e., excluding structural ironwork and steelwork . *ad val.*	10%	5%	Free	Free
	(c) Belts and belting imported separately . *ad val.*	10%	5%	Free	Free
102	Enamelware and hollow-ware, metal, n.e.e.:				
	(a) Basins, bowls, plates and saucers . . *ad val.*	40%	32½%	30%	20%
	or each	£0 1s. 6d.	£0 1s. 1½d.	£0 1s. 0d.	—
		which ever duty shall be the greater.			
	(b) Mugs and cups . *ad val.*	40%	32½%	30%	20%
	or each	£0 1s. 0d.	£0 0s. 9d.	£0 0s. 8d.	—
		which ever duty shall be the greater.			

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
	(c) (i) Billycans, of a diameter not less than 12 centimeters and not more than 24 centimetres *ad val.*	40%	32½%	30%	20%
	or each less *ad val.*	£0 3s. 0d. —	£0 2s. 3d. —	£0 2s. 3d. 2½%	£0 2s. 3d. 12½%
		whichever duty shall be the greater			
	(ii) Saucepans and stewpans, whether or not bellied: (A) Of a capacity not exceeding 6 imperial pints *ad val.*	40%	32½%	30%	20%
	or each less *ad val.*	£0 3s. 0d. —	£0 2s. 3d. —	£0 2s. 3d. 2½%	£0 2s. 3d. 12½%
		whichever duty shall be the greater			
	(B) Of a capacity exceeding 6 imperial pints *ad val.*	40%	32½%	30%	20%
	or each less *ad val.*	£0 6s. 0d. —	£0 4s. 6d. —	£0 4s. 6d. 2½%	£0 4s. 6d. 12½%
		whichever duty shall be the greater			
	(iii) Teapots, of a capacity not exceeding 6 imperial pints *ad val.*	40%	32½%	30%	20%
	or each less *ad val.*	£0 3s. 0d. —	£0 2s. 3d. —	£0 2s. 3d. 2½%	£0 2s. 3d. 12½%
		whichever duty shall be the greater			
	(d) Other . . *ad val.*	40%	32½%	30%	20%
104	Fencing materials: anchors, droppers, gates, cattle grids, hurdles, posts, standards, strainers, stiles, winders, and other materials or fastenings of metal ordinarily used for agricultural and railway fencing, but not including wire and wire netting:				
	(a) Fencing droppers, and drilled tubular posts; fencing standards, drilled or pointed, of a weight not exceeding 1½ lb. per foot . . *ad val.*	25%	20%	15%	15%
	(b) Other fencing material *ad val.*	10%	5%	Free	Free
119	(1) Machinery, apparatus, appliances, implements and material used in connection therewith, for the generation, storage, transmission, distribution of, and lighting by gas or electric power, and machinery for the conversion or transformation of electric power, n.e.e., but not including lamps, lampware and electric lamp bulbs, elsewhere provided for, and parts or accessories of motor vehicles or cycles:				
	(a) Inspection bends, inspection elbows and inspection tees; round and rectangular junction boxes (other than switch boxes), including covers therefor; being fittings for electrical conduit tubing having an outside diameter of not less than ¾ inch and not more than 1 inch . . *ad val.*	20%	10%	Free	Free
	(b) Transformers, core type, oil immersed (including earthing compensators and reactors but not including transductors, chokes, automatic voltage regulators, rectifier-transformers and starter transformers), of a maximum working voltage not exceeding 40 kilovolts in a range from a minimum size of 5 kilovolt-amperes maximum working capacity to a maximum size of 5,000 kilovolt-amperes maximum working capacity *ad val.*	35%	25%	15%	15%
	(c) Wire and cable, copper, insulated with polyethylene and additionally or alternatively polyvinyl chloride, whether or not additionally armoured, insulated or sheathed with other materials (but not including wire or cable insulated with other materials, or braided with any material, or having more than 60 separately insulated conductors) and of which any individual conductor and its immediate insulation exceeds ⅛ inch in diameter *ad val.*	27½%	17½%	7½%	7½%
	(d) Posts and standards, hexagonal or octagonal, fabricated from mild steel plate, sheet or strip, for lighting, power transmission or the like, whether or not complete with fittings but not including fittings imported separately . *ad val.*	35%	25%	15%	15%
	(e) Other, but not including mild steel tubing elsewhere provided for . *ad val.*	20%	10%	Free	Free
	(3) Batteries and cells, electrical: (a) Dry primary . *ad val.*	40%	30%	25%	15%
	(b) Other: (i) Accumulator type, six or twelve volt, of a type suitable for motor vehicles, (other than motor cycles) or for wireless broadcast receiving sets . *ad val.*	45%	40%	25%	25%
	(ii) Batteries and cells, n.e.e. *ad val.*	25%	15%	Free	Free
	(c) Parts and spare parts: (i) Posts, connector-straps, grids and plates, finished or partly finished, suitable for six or twelve volt accumulator batteries or cells of a type suitable for motor vehicles (other than motor cycles) or for wireless broadcast receiving sets *ad val.*	45%	40%	25%	25%
	(ii) Other . . *ad val.*	25%	15%	Free	Free
122 (1)	Iron and steel: (c) Hoop or strip, flat, corrugated or in coils, being a product of not more than 12 inches in width and less than ¼ inch in thickness; bar, flat or coiled, being a product of not more than 12 inches in width and not less than ¼ inch in thickness, with a cross-section in the shape of a of a rectangle or with two parallel and equal sides and two other equal sides; rod, being a product of solid cross-section in the shape of circles, segments of circles, ovals, triangles, pentagons, hexagons or octagons; angle, H, T, I, U, channel and other shapes and sections except tubular; in the length, with a plain, chequered, ribbed or similar patterned surface, whether or not coated with non-metallic substances or metals, other than precious metals, or treated or worked to improve the appearance, finish or properties of the metal, not being perforated or otherwise worked: (i) Uncoated or rough coated to prevent rust, and of a free on board value not exceeding £40 per ton of 2,000 pounds: (B) Bar, of rectangular cross-section other than square, of a thickness of not less than ¼ inch and not more than 1 inch, in widths of not less than ¾ inch and not more than 9 inches, but not including bar with a chequered or similar patterned surface *ad val.*	17½%	12½%	7½%	7½%
	(E) Angles, equal, of flange sizes of not less than 1 inch and not more than 4 inches, and of a thickness of not less than ·09 inch and not more than ¼ inch *ad val.*	17½%	12½%	7½%	7½%
122 (2)	Windows and doors, insect screens and window and door frames: metal . . . *ad val.*	40%	30%	30%	20%
	or per lb. less *ad val.*	£0 0s. 6d. —	£0 0s. 4d. —	£0 0s. 4d. —	£0 0s. 4d. 10%
		whichever duty shall be the greater			
129	Motor vehicles and trailers therefor: (a) Passenger: (i) Motor cars including coupe-imps, station-wagons, safari vans, general purpose vehicles and motor caravans: (A) Imported or taken out of bond without an accumulator battery and with not more than four tyres (with or without tubes) *ad val.*	A rate per centum calculated by adding 27½ to the product of the figure representing the value for duty purposes expressed in pounds	A rate per centum calculated by adding 22½ to the product of the figure representing the value for duty purposes expressed in pounds	A rate per centum calculated by adding 17½ to the product of the figure representing the value for duty purposes expressed in pounds	A rate per centum calculated by adding 5 to the product of the figure representing the value for duty purposes expressed in pounds

SOUTHERN RHODESIA *continued*

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
		multiplied by ·015 provided that the minimum duty shall be 35% and the maximum duty shall be 52½%	multiplied by ·015 provided that the minimum duty shall be 30% and the maximum duty shall be 47½%	multiplied by ·015 provided that the minimum duty shall be 25% and the maximum duty shall be 42½%	multiplied by ·015 provided that the minimum duty shall be 12½% and the maximum duty shall be 30%
	(B) Other . *ad val.*	A rate per centum calculated by adding 30 to the product of the figure representing the value for duty purposes expressed in pounds multiplied by ·015: provided that the minimum duty shall be 37½% and the maximum duty shall be 55%	A rate per centum calculated by adding 25 to the product of the figure representing the value for duty purposes expressed in pounds multiplied by ·015: provided that the minimum duty shall be 32½% and the maximum duty shall be 50%	A rate per centum calculated by adding 20 to the product of the figure representing the value for duty purposes expressed in pounds multiplied by ·015: provided that the minimum duty shall be 27½% and the maximum duty shall be 45%	A rate per centum calculated by adding 7½ to the product of the figure representing the value for duty purposes expressed in pounds multiplied by ·015: provided that the minimum duty shall be 15% and the maximum duty shall be 32½%
	(b) Other:				
	(i) Lorries and vans, n.e.e.:				
	(A) Of a free on board value not exceeding £475 0s. 0d.				
	(I) Imported or taken out of bond without an accumulator battery and with not more than four tyres (with or without tubes) *ad val.*	25%	15%	15%	10%
	(II) Other . *ad val.*	27½%	17½%	17½%	12½%
	(B) Other . *ad val.*	20%	10%	10%	5%
133	(2) Hoes . . . *ad val.*	30%	20%	15%	15%
	or each	£0 2s. 0d.	£0 1s. 3d.	£0 1s. 3d.	£0 1s. 3d.
	less *ad val.*	—	—	5%	5%
		which ever duty shall be the greater			
134	Pipes, piping, tubes, tubing and fittings: of metal or substitutes therefor:				
	(a) (1) Mild steel tubing, black or galvanized, whether or not perforated, of uniform bore and thickness (the bore being confined to nominal sizes of ⅛ inch to 2 inches inclusive and the thickness being confined to British Standard Gauges 7 to 13 inclusive), the ends being plain or screwed and additionally or alternatively fitted with any form of joint *ad val.*	25%	20%	15%	15%
	(f) Piping and tubing, other, in the length, n.e.e., and part circle culverts:				
	(1) Flexible plastic piping of an internal diameter not exceeding 2½ inches *ad val.*	25%	20%	15%	15%
	or per lb.	£0 1s. 0d.	£0 0s 10d.	£0 0s. 10d.	£0 0s. 10d.
	less *ad val.*	—	—	5%	5%
		which ever duty shall be the greater			
139	Refrigerators, refrigerating equipment and refrigerants:				
	(a) Refrigeration plant for installation in abattoirs and block ice making plants including cold brine circulation systems and can filling moulds and apparatus: ice-cream makers, industrial; prefabricated walk-in type cold rooms or freezing chambers and cold room doors: not including parts imported separately which are provided for elsewhere or structural steelwork . *ad val.*	10%	5%	Free	Free
	(b) Refrigerators, being cabinets, chests or other containers for the storage, processing or display of goods, incorporating or designed to be fitted internally or externally with refrigerating units:				
	(i) Cabinets, upright, with a capacity, including the space occupied by the evaporator unit, not exceeding 14 cubic feet, and cabinets therefor, including ice and drip trays supplied as standard equipment *ad val.*	20%	10%	5%	5%
	(ii) Show cases, service cabinets, counters, bottled or canned beverage coolers or dispensers, ice-cream conservators and similar shop furniture: cabinet refrigerators, n.e.e.: and cabinets therefor *ad val.*	35%	25%	20%	20%
	(iii) Other, including ice cube making machines, coin operated vending machines, mechanical ice-cream makers and dispensers, coolers or fountains for dispensing milk, water or beverages in liquid form; tanks and vats, whether or not fitted with mixers or agitators, other than industrial processing *ad val.*	20%	10%	5%	5%
	(iv) Parts, but not including refrigerating units or parts thereof, hollow-ware, hardware or accessories of a class elsewhere provided for *ad val.*	20%	10%	5%	5%
	(c) Refrigerating units, namely: self-contained absorption units, sealed unit or single unit motor compressors, whether or not with a condensor on a common base; motors with compressors or condensers or with compressors and condensers on a common base: with or without evaporator, but not including self-contained air conditioning or air cooling machines:				
	(i) Incorporating a motor exceeding ¼ horse power *ad val.*	10%	5%	Free	Free
	(ii) Other . *ad val.*	20%	10%	5%	5%
	(iii) Parts imported separately, including compressors and condensers without motors, evaporators, cold plates and coils, but not including motors, piping, pipe fittings, valves, pressure gauges or electrical equipment . *ad val.*	10%	5%	Free	Free
	(d) Refrigerants, n.e.e., including dichlorodifluoromethane, trichloromonofluoromethane, dichlorotetrafluoroethane, and chloromethane *ad val.*	10%	5%	Free	Free
143	(2) Electrical cooking and heating appliances, including kettles and irons, not industrial:				
	(a) Cooking stoves incorporating ovens . *ad val.*	35%	27½%	25%	15%
	(b) Other . . *ad val.*	30%	22½%	20%	10%
154	Radio, wireless and electrical sound reproducing and recording apparatus, including radar and television apparatus, and accessories, but not including batteries:				
	(b) Wireless and television broadcast receivers; radio gramophones; electrical record players; electrical sound amplifiers; electrical sound reproducing and recording machines; cabinet loudspeakers; chassis, complete or incomplete; and cabinets imported separately, n.e.e.:				
	(i) Broadcast receivers (excluding crystal sets with a value for duty purposes not exceeding £1 0s. 0d.), radio gramophones, record players, amplifiers: transistor type: and car radio *ad val.*	35%	25%	25%	10%
	and in addition per each	£3 0s. 0d.	£3 0s. 0d.	£3 0s. 0d.	£3 0s. 0d.
	(ii) Chassis (as defined) whether or not incorporating other parts:				
	(A) Receiver chassis (other than chassis incorporating transistors), complete or requiring only the addition of valves and additionally or alternatively tubes or loudspeakers *ad val.*	35%	25%	25%	10%
	(B) Other chassis *ad val.*	35%	25%	25%	10%
	and in addition per each	£3 0s. 0d.	£3 0s. 0d.	£3 0s. 0d.	£3 0s. 0d.

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
206	Soaps of all kinds and substitutes therefor, including synthetic detergents and scouring powders:				
	(a) Toilet soap in tablet form containing more than 62% of fatty acid *ad val.*	40%	30%	30%	20%
	or per lb.	£0 0s. 3½d.	£0 0s. 3d. which ever duty	£0 0s. 3d. shall be the	£0 0s. 2½d. greater
	per lb.	£0 0s. 0½d.	£0 0s. 0½d. and in addition	£0 0s. 0½d.	£0 0s. 0½d.
	(b) Other *ad val.*	40%	30%	30%	20%
	or per lb.	£0 0s. 3½d.	£0 0s. 3d. which ever duty	£0 0s. 3d. shall be the	£0 0s. 2½d. greater
	per lb.	£0 0s. 0½d.	£0 0s. 0½d. and in addition	£0 0s. 0½d.	£0 0s. 0½d.
216 (1)	Blood, whole or concentrated, plasma normal serum, serum globulins, fibrin, fibrinogen thromboplastin or albumin: derived from human blood, whether or not in citrate, dextrose or anti-coagulant dispersion; antisera, toxins, toxoids, antitoxins, bacterial and viral vaccines, snake and bee venom, bacteriophage, skin or bone grafts: and diagnostic reagents of microbial origin	Free	Free	Free	Free
236	Peptone, agar-agar and prepared protein culture media for use in the development of micro-organisms	Free	Free	Free	Free
249	Tooth-powders, tooth-paste and tooth-washes *ad va*	40%	30%	30%	20%
253	(a) Plastic garden hose of an internal diameter not exceeding 1¼ inches *ad val.*	25%	20%	15%	15%
	or per lb.	£0 1s. 0d.	£0 0s. 10d	£0 0s. 10d.	£0 0s. 10d.
	less *ad val.*	—	—	5%	5%
			which ever duty	shall be the	greater
257	Leatherwood, n.e.e., including leggings, belts, straps, ladies' handbags, travelling and sports cases and bags of all types, wallets, purses and similar goods: of leather or of substitutes therefor:				
	(a) Leather or regenerated leather belts, with or without buckles, of a width of not less than ½ inch and not more than 1 inch and of a free on board value not exceeding £0 15s. 0d. per dozen *ad val.*	40%	32½%	30%	20%
	or per dozen	£0 5s. 0d.	£0 3s. 6d.	£0 3s. 6d.	£0 3s. 6d.
	less *ad val.*	—	—	2½%	12½%
			which ever duty	shall be the	greater
	(b) Other *ad val.*	40%	32½%	30%	20%
260	Rubber tyres and tubes:				
	(a) (i) Tyres, pneumatic, bicycle, including the immediate wrapper per lb.	£0 4s. 0d.	£0 2s. 0d.	£0 2s. 0d.	£0 1s. 9d.
	(v) Tyres, pneumatic, other, including the immediate wrapper and flaps:				
	(A) Designed for wheels classed as having a rim of less than 10 inches or more than 22 inches in all sizes per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(B) Designed for wheels classed as having a rim of 10 inches, in sizes 350, 400, 440, 480, 650, 750, 825 and 900 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(C) Designed for wheels classed as having a rim of 12 inches in sizes 325, 350, 400, 520 and 125/440 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(D) Designed for wheels classed as having a rim of 13 inches, in size 900 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(E) Designed for wheels classed as having a rim of 14 inches, in sizes 325, 670, 800, 850, 900 and 950 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(F) Designed for wheels classed as having a rim of 15 inches, in sizes 250, 400, 400-425, 500, 520, 575, 760, 800, 800/820, 825, 890, 900 and 1,000 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(G) Designed for wheels classed as having a rim of 16 inches, in sizes 250, 300, 325, 350, 400, 450, 475, 900, 1,000, 1,050 and 1,400 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(H) Designed for wheels classed as having a rim of 17 inches, 18 inches, 19 inches or 21 inches, in all sizes except 475/500-17, 500-17, 275-19, 300-19, 325-19 and 350-19 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(I) Designed for wheels classed as having a rim of 20 inches, in sizes 300, 325, 450/475/500, 525/550, 600, 650, 1,200, F20, 1,300, G20 1,400 and 1,500 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(J) Designed for wheels classed as having a rim of 22 inches, in sizes 600, 900, 1,200, F22, 1,400, and G22 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(K) In metric sizes, known as 17-380, 135-380, 145-380, 155-380, 145-400, 155-400 165-400, 185-400 and 17-400 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(L) Other per lb.	£0 5s. 6d.	£0 4s. 0d.	£0 4s. 0d.	£0 3s. 3d.
	(b) Tubes, n.e.e.:				
	(i) Bicycle per lb.	£0 4s. 0d.	£0 2s. 0d.	£0 2s. 0d.	£0 1s. 9d.
	(ii) Other:				
	(A) Designed for wheels classed as having a rim of less than 10 inches or more than 22 inches, in all sizes per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(B) Designed for wheels classed as having a rim of 10 inches, in sizes 350, 400, 440, 480, 650, 750, 825 and 900 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(C) Designed for wheels classed as having a rim of 12 inches, in sizes 325, 350, 400, 520 and 125/440 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(D) Designed for wheels classed as having a rim of 13 inches, in sizes 900 and 1,100 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(E) Designed for wheels classed as having a rim of 14 inches, in sizes 325, 640 and 900/950 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(F) Designed for wheels classed as having a rim of 15 inches, in sizes, 250, 40[illegible], 400/425, 825, 890 and 1,000 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(G) Designed for wheels classed as having a rim of 16 inches, in sizes 250, 300, 325, 350, 400, 450, 900, 1,050 and 1,400; and 750, specifically designed for tractors only per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(H) Designed for wheels classed as having a rim of 17 inches, 18 inches, 19 inches or 21 inches, in all sizes except 475/500-17, 525/550-18, 450-18/19, 475/500-18/19, 275-19, 300/325-19, 350/400-19 and 525/550-19-600/650-18/19 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(I) Designed for wheels classed as having a rim of 20 inches, in sizes 300, 325, 450/475/500, 525/550, 600, 650, 1,300, 1,400 and 1,500 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(J) Designed for wheels classed as having a rim of 22 inches, in sizes, 900 and 1,000 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(K) In metric sizes, known as 145-400, 135/145-380, 155-355, 185-380 and 17-400 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
	(L) Other per lb.	£0 5s. 6d.	£0 4s. 0d.	£0 4s. 0d.	£0 3s. 3d.
264	Brushware, including mops and feather dusters, not being parts of machinery and not being gold or silver mounted, or gold or silver plated:				
	(a) Tooth-brushes *ad val.*	30%	20%	20%	10%
	(b) Other *ad val*	40%	30%	30%	20%

SOUTHERN RHODESIA, continued

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
273	(a) Plywood:				
	(i) Of a free on board value exceeding £2 5s. 0d. per cubic foot or being asbestos, metal or plastic faced . . *ad val.*	20%	10%	10%	5%
	(ii) Other . . *ad val.*	35%	25%	25%	20%
	(b) Blockboard, lumberboard, laminboard and batten-board:				
	(i) Of a free on board value exceeding £1 10s. 0d. per cubic foot or being metal or plastic faced. *ad val.*	20%	10%	10%	5%
	(ii) Other . . *ad val.*	35%	25%	25%	20%
	(c) Chipboard:				
	(i) Veneered, of a free on board value exceeding £1 4s. 0d. per cubic foot or being metal or plastic faced . . *ad val.*	10%	5%	5%	Free
	(ii) Unveneered, of a free on board value exceeding £0 18s. 0d. per cubic foot or being metal or plastic faced . . *ad val.*	10%	5%	5%	Free
	(iii) Other . . *ad val.*	35%	25%	25%	20%
285 (1)	Cardboard boxes, n.e.e., plain or printed . . *ad val.*	35%	25%	20%	20%
295	(5) Wrappers, cut to size or fashioned for packing goods:				
	(a) Of a weight of less than 5¼ lb. per 1,000 square feet, plain . . *ad val.*	25%	15%	10%	10%
	(b) Of metallic paper or metallic foil backed with paper, plain, printed, lithographed or embossed . . *ad val.*	25%	15%	10%	10%
296 (1)	Printed, ruled, lithographed and embossed matter (not being metal, and not including embossed paper serviettes, d'oyleys and paper mats):				
	(d) Wrappers, printed, cut to size or fashioned for packing fruit, of a weight of less than 5¼ lb. per 1,000 square feet *ad val.*	25%	15%	10%	10%
297	Stationery, n.e.e.:				
	(c) (i) Ball point pens and ball point pen barrels *ad val.*	30%	22½%	20%	10%
	or per pen or barrel	£0 0s. 4½d.	£0 0s. 4½d.	£0 0s. 4½d.	£0 0s 4½d.
	less *ad val.*	—	—	2½%	12½%
		which ever duty shall be the greater			
	(ii) Tie-on labels or tags: paper or paperboard, plain . . *ad val.*	30%	20%	15%	15%
...	(iii) Other tags, labels and seals, plain . . *ad val.*	20%	10%	5%	5%
	(iv) Envelopes, plain *ad val.*	35%	27½%	25%	15%
	(v) Calculating machine rolls, not being perforated, of a width exceeding 1 inch but not exceeding 15 inches . . *ad val.*	40%	32½%	30%	20%
	(vi) Other, n.e.e. *ad val.*	30%	22½%	20%	10%
303	(2) Gramophone records, including discs, cylinders, wires and tapes and similar recording media:				
	(a) Scientific, educational or cultural, under such conditions as the Controller may prescribe . . .	Free	Free	Free	Free
	(b) Wires and tapes and similar recording media *ad val.*	10%	Free	Free	Free
	(c) Other . . *ad val.*	35%	25%	25%	10%
308	(a) Cigar and cigarette lighters *ad val.*	45%	35%	35%	25%
	and in addition per lighter	£0 7s. 6d.	£0 7s. 6d.	£0 7s. 6d.	£0 7s. 6d.
310	(d) Fireworks of all descriptions:				
	(i) Rain, anti-hail and height-finding rockets .	Free	Free	Free	Free
	(ii) Other . . *ad val.*	30%	20%	20%	10%
326	School and hospital requisites, being articles certified by the responsible officer of the Ministry of Education or Health or other officers to whom authority has been duly delegated for this purpose, to be for use in any school or public hospital; on condition that no portion of such requisites, used or unused, is sold or disposed of so as to come into the possession of, or into consumption by, any person not entitled by law to import it free of duty, except with the consent of the Controller and on payment of the duties at the rate leviable at the date of sale:				
	(a) School requisites, excluding athletic or sporting goods, furniture, metal or wooden, and paper stationery, plain or printed . . .	Free	Free	Free	Free
	(b) Hospital requisites, excluding athletic or sporting goods, furniture, metal or wooden (other than beds) and paper stationery, plain or printed	Free	Free	Free	Free
329 (a)	(ii) Catgut, suture material, laminaria and absorbable haemostatics, surgical or sterile but but not medicated: sanitary towels and tampons, snake bite and first aid outfits:				
	(A) Sanitary towels containing cotton wool or rayon (including cellulose acetate) wool, but excluding tampons . . *ad val.*	10%	10%	10%	10%
	(B) Other . . *ad val.*	Free	Free	Free	Free

Southern Rhodesia Customs and Excise Tariff (Amendment) Notice of Motion, 1964 (No. 1) also provided for the repeal of Parts IV and V of the Customs Tariff, setting out the duties on goods imported from Nyasaland and Northern Rhodesia (see page 126 of the *Board of Trade Journal* of January 17), and the substitution therefor of the following:

PART IV

CUSTOMS DUTIES LEVIABLE IN RESPECT OF GOODS GROWN, PRODUCED OR MANUFACTURED IN NYASALAND

NOTES: (1) For the purpose of making entry in terms of section *thirty-four*, the goods mentioned in this Part shall be described and classified in accordance with the appropriate item or sub-item of Part II and the General Notes thereto.

2. The percentage of spirits produced in Nyasaland referred to in this Part shall be calculated in terms of imperial proof gallons.

Item	Corresponding Part II item	Duty
1. All goods other than those mentioned elsewhere in this Part . . .	Various	Free
2. Ale, beer and stout, all kinds, of strength exceeding 3% of proof spirit . .	48 (1)	per imp. gal. £0 4s. 9d.
3. Spirits:		
(a) Liqueurs, cordials and mixed potable spirits exceeding 3% of proof spirit:		
(i) Wholly distilled in Nyasaland .	50 (a) (i)	per imp. prf. gal. £3 9s. 4d.
(ii) Containing not less than 66⅔% of spirit produced in Nyasaland	50 (a) (i)	per imp. prf. gal. £4 3s. 10d.
(iii) Other	50 (a) (i)	per imp. prf. gal. £5 14s. 6d.
(b) Other spirituous liquors, exceeding 3% of proof spirit, n.e.e.:		
(i) Brandy:		
(A) Containing not less than 66⅔ of spirit produced in Nyasaland . . .	50 (b) (i)	per imp. prf. gal. £4 13s. 0d.
(B) Other	50 (b) (i)	per imp. prf. gal. £5 14s. 6d.
(ii) Gin:		
(A) Wholly distilled in Nyasaland	50 (b) (ii)	per imp. prf. gal. £4 13s. 0d.
(B) Other	50 (b) (ii)	per imp. prf. gal. £5 14s. 6d.
(iii) Whisky:		
(A) Containing not less than 60% of spirit produced in Nyasaland	50 (b) (iii)	per imp. prf. gal. £4 13s. 0d.
(B) Other	50 (b) (iii)	per imp. prf. gal. £5 14s. 6d.
(iv) Other:		
(A) Wholly distilled in Nyasaland	50 (b) (iv)	per imp. prf. gal. £4 6s. 6d.
(B) Other	50 (b) (iv)	per imp. prf. gal. £5 14s. 6d.
(c) Plain or rectified spirits . .	50 (c)	per imp. prf. gal. £5 5s. 0d.
(d) Rum:		
(i) Containing not less than 60% of spirit produced in Nyasaland	50 (d)	per imp. prf. gal. £4 6s. 6d.
(ii) Other	50 (d)	per imp. prf. gal. £5 14s. 6d.
4. Wines:		
(a) Wholly produced from grapes grown in Nyasaland . . .	52	per imp. gal. Free
(b) Other:		
(i) Still wines, not exceeding 25% of proof spirit . . .	52 (a)	per imp. gal. £0 3s. 0d.
(ii) Still wines, exceeding 25% of proof spirit but not exceeding 50%	52 (b)	per imp. gal. £0 3s. 0d.
(iii) Sparkling wines . . .	52 (c)	per imp. gal. £0 3s. 0d.
5. Cigars and cigarillos	53	per lb. £0 2s. 6d.
6. Cigarettes:		
(a) Weighing not more than 2·2 lb. per thousand	54	per lb. £0 8s. 9d.
(b) Weighing not more than 2·5 lb. per thousand	54	per thousand cigarettes £1 2s. 0d.
(c) Weighing not more than 2·8 lb. per thousand	54	per thousand cigarettes £1 4s. 6d.
(d) Weighing more than 2·8 lb. per thousand	54	per thousand cigarettes £1 6s. 3d.
7. Snuff	56	per lb. £0 1s. 0d.

Item	Corresponding Part II item	Duty
8. Tobacco, manufactured:		
(a) Cigarette	57 (a)	per lb. £0 6s. 8d.
(b) Other, n.e.e.	57 (b)	per lb. £0 2s. 6d.
9. Soaps of all kinds and substitutes therefor, including synthetic detergents and scouring powders but excluding medicated shampoos individually prescribed by a medical practitioner or a veterinary surgeon for the treatment of a specific condition, Spiritus Saponatus B.P.C., Spiritus Saponis Kalini B.P.C., and ether soap:		
(a) Toilet soap in tablet form containing more than 62% of fatty acid	206 (a)	per lb. £0 0s. 0½d.
(b) Other	206 (b)	per lb. £0 0s. 0½d.

PART V

CUSTOMS DUTIES LEVIABLE IN RESPECT OF GOODS GROWN, PRODUCED OR MANUFACTURED IN NORTHERN RHODESIA

NOTES: 1. For the purpose of making entry in terms of section *thirty-four* the goods mentioned in this Part shall be described and classified in accordance with the appropriate item or sub-item of Part II and the General Notes thereto.

2. The percentage of spirits produced in Northern Rhodesia referred to in this Part shall be calculated in terms of imperial proof gallons.

Item	Corresponding Part II item	Duty
1. All goods other than those mentioned elsewhere in this Part	Various	Free
2. Ale, beer and stout, all kinds, of strength exceeding 3% of proof spirit	48 (1)	per imp. gal. £0 4s. 9d.
3. Spirits:		
(a) Liqueurs, cordials and mixed potable spirits exceeding 3% of proof spirit:		
(i) Wholly distilled in Northern Rhodesia	50 (a) (i)	per imp. prf. gal. £3 9s. 4d.
(ii) Containing not less than 66⅔% of spirit produced in Northern Rhodesia	50 (a) (i)	per imp. prf. gal. £4 3s. 10d.
(iii) Other	50 (a) (i)	per imp. prf. gal. £5 14s. 6d.
(b) Other spirituous liquors, exceeding 3% of proof spirit, n.e.e.:		
(i) Brandy:		
(A) Containing not less than 66⅔% of spirit produced in Northern Rhodesia	50 (b) (i)	per imp. prf. gal. £4 13s. 0d.
(B) Other	50 (b) (i)	per imp. prf. gal. £5 14s. 6d.
(ii) Gin:		
(A) Wholly distilled in Northern Rhodesia	50 (b) (ii)	per imp. prf. gal. £4 13s. 0d.
(B) Other	50 (b) (ii)	per imp. prf. gal. £5 14s. 6d.
(iii) Whisky:		
(A) Containing not less than 60% of spirit produced in Northern Rhodesia	50 (b) (iii)	per imp. prf. gal. £4 13s. 0d.
(B) Other	50 (b) (iii)	per imp. prf. gal. £5 14s. 6d.
(iv) Other:		
(A) Wholly distilled in Northern Rhodesia	50 (b) (iv)	per imp. prf. gal. £4 6s. 6d.
(B) Other	50 (b) (iv)	per imp. prf. gal. £5 14s. 6d.
(c) Plain or rectified spirits	50 (c)	per imp. prf. gal. £5 5s. 0d.
(d) Rum:		
(i) Containing not less than 60% of spirit produced in Northern Rhodesia	50 (d)	per imp. prf. gal. £4 6s. 6d.
(ii) Other	50 (d)	per imp. prf. gal. £5 14s. 6d.
4. Wines:		
(a) Wholly produced from grapes grown in Northern Rhodesia	52	per imp. gal. Free
(b) Other:		
(i) Still wines, not exceeding 25% of proof spirit	52 (a)	per imp. gal. £0 3s. 0d.
(ii) Still wines exceeding 25% of proof spirit	52 (b)	per imp. gal. £0 3s. 0d.
(iii) Sparkling wines	52 (c)	per imp. gal. £0 3s. 0d.
5. Cigars and cigarillos	53	per lb. £0 2s. 6d.
6. Cigarettes:		
(a) Weighing not more than 2·2 lb. per thousand	54	per lb. £0 8s. 9d.
(b) Weighing not more than 2·5 lb. per thousand	54	per thousand cigarettes £1 2s. 0d.
(c) Weighing not more than 2·8 lb. per thousand	54	per thousand cigarettes £1 4s. 6d.
(d) Weighing more than 2·8 lb. per thousand	54	per thousand cigarettes £1 6s. 3d.
7. Snuff	56	per lb. £0 1s. 0d.
8. Tobacco, manufactured:		
(a) Cigarette	57 (a)	per lb. £0 6s. 8d.
(b) Other, n.e.e.	57 (b)	per lb. £0 2s. 6d.
9. Soaps of all kinds and substitutes therefor, including synthetic detergents and scouring powders but excluding medicated shampoos individually prescribed by a medical practitioner or a veterinary surgeon for the treatment of a specific condition, Spiritus Saponatus B.P.C., Spiritus Saponis Kalini B.P.C., and ether soap:		
(a) Toilet soap in tablet form containing more than 62% of fatty acid	206 (a)	per lb. £0 0s. 0½d.
(b) Other	206 (b)	per lb. £0 0s. 0½d.
10. Cigar and cigarette lighters	308 (a)	per lighter £0 7s. 6d.
11. Matches, including fusees, vestas and other patent lights used as such:		
(a) In boxes or packages containing not more than 50 matches	322 (a)	per gross of boxes or packages £0 1s. 6d.
(b) In boxes or packages containing more than 50 matches	322 (b)	per 50 gross of matches £0 1s. 6d.

GUATEMALA

Amendments to Customs Code

H.M. CONSULATE in Guatemala City report that, by Decree-Law No. 179 of February 18, 1964, effective from February 26, the Guatemalan Government have decreed amendments to the Customs Code in force. Some of the amendments concern shipping documents and the following is a summary of the amended requirements:

Certificate of origin

A certificate of origin is required for all merchandize with a principal value in excess of Quetzales 100·00 imported into Guatemala by land, sea or parcel-post.

The certificate of origin must be issued by officially recognized Chambers of Commerce in the country of provenance or by municipal or administrative authorities at the place of shipment; they are to be issued in triplicate and are to contain the following data:

(a) Generic description of the merchandize, written in Spanish;
(b) Signed declaration by the Chamber of Commerce or municipal or administrative authority as to the country of origin of the merchandize;
(c) Date of issue of the document, marks and quantity of packages;
(d) Gross weight of the articles, in kilograms; and
(e) Consular legalization, dated, signed and sealed by a diplomatic or consular representative of Guatemala in the jurisdiction concerned or, in his absence by a corresponding official of a friendly nation.

For presentation of the certificate of origin lacking (a) or (e) above, a fine will be levied equivalent to 20 per cent of the corresponding customs duties. For lack of requirement (b), the fine will be 100 per cent of duties payable. and for lack of requirements (c) and (d), the fine will be 3 per cent of the duties;

No fines will be imposed for grammatical errors or errors made in copying the above data provided they are easily understood or can be verified by checking against the data contained in the invoice or bill of lading; otherwise, a fine will be levied equivalent to 2 per cent of the applicable customs duties.

Diplomatic or consular representatives legalizing certificates of origin are to certify to the authenticity of the signatures of the representatives of the Chamber of Commerce or other authority issuing the document. The original is delivered to the sender of the merchandize, the duplicate sent to the Guatemalan customs and the triplicate is kept in the consular officer's file.

In the case of merchandize subject to restrictions, quotas or special levies by virtue of laws, treaties or agreements, the presentation of a certificate of origin is obligatory even when the value of the goods does not exceed Quetzales 100.00.

For lack of the certificate of origin, a fine will be imposed equivalent to 100 per cent of applicable duties and other charges. Where the origin is proven to have been wrongfully declared, the merchandize will be confiscated.

Invoices

Commercial invoices are to contain:

(a) Name of the place of sale and date of issue of the document;
(b) Name of consignee and his place of residence;
(c) Marks, numbers, class and total quantity of packages;
(d) Details of merchandize, specifying their nature or, where applicable, trade name, to facilititate customs nomenclature classification;
(e) Principal value and details of charges in respect of transportation, packing, insurance, etc., to Guatemalan port of arrival, or, where applicable, c.i.f. value with details of charges;
(f) Gross weight of the articles and, where applicable, legal or net weight, or the value, amount, measure or other detail necessary in respect of each unit or units on which customs duties are based;
(g) Signed declaration of the sender or his representative as to the veracity of the information contained in the invoice; the signature may be handwritten or stencilled.

Lack of the invoice or presentation of the invoice without consular legalization (save in the case of air express and non-commercial parcel-post imports) or lack of any of the requirements at (d), (e), (f) or (g) above will be punished with a fine equivalent to 3 per cent of applicable duties. Lack of any of the other requisites is punishable with a fine of 2 per cent of applicable duties.

Errors in the annotation of the data required at (c) above are not punishable

(*Continued on page 606*)

GUATEMALA Continued

provided they can be checked against other shipping documents. Grammatical errors and errors made in copying data required at (d), (f) and (g) are not punishable provided they are easily understood. Substantial errors changing the nature of the merchandize or altering the true value or quantity of the goods will be punished with a fine of 3 per cent of applicable duties.

Sellers, importers and agents or representatives of foreign firms are held jointly responsible for any illegality or inaccuracy discovered in the invoices.

Bill of lading

The bill of lading is to contain:

I. Name of person or company handling transportation;
II. Name of vessel or vehicle (not required for shipments by air);
III. Name of consignee;
IV. Marks, numbers, class and quantity of packages;
V. General description of contents;
VI. Gross weight of packages;
VI. Date and signature of representative of company or person handling transport;
VIII. Consular legalisation, dated, signed and sealed by consul concerned, except for air and non-commercial parcel-post shipments, and where there is no consul.

Lack of the bill of lading will be punished with a fine equivalent to 3 per cent of applicable duties, and the importer may be required to deposit a special guarantee and undertake to present this document within a specified period of time as condition to clearing the goods from customs.

Lack of any of the requirements at V, VI, VII and VIII will be punished with a fine of 3 per cent of applicable duties. For lack of other requirements, the fine will be 2 per cent of the duties.

JAMAICA

Customs tariff changes

THE CUSTOMS Tariff (Amendment) Resolution 1964 amends the Second Schedule (Exemptions From Import Duty) to the Jamaica Customs Tariff by the addition of the following new item:

85. Articles of radio equipment for telephony as determined by the Collector General imported by and solely for the use of any public company providing telephone service under licence.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

BAHAMAS

Customs duty on ivory soap and lava soap

AS UNDER Item 66 of the Bahamas Customs Tariff articles considered as 'Toilet Preparations' may be admitted as such by the Comptroller of Customs.

The following products are to be classified as Toilet Preparations with effect from December 9, 1963:

(1) Ivory soap
(2) Lava soap.

Inquiries about the above notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

COSTA RICA

Customs surcharge on some sacks

H.M. EMBASSY in San Jose report that by Presidential Decree No. 5 published in the Costa Rican *Gaceta Oficial* on February 15, 1964, and corrected in the same publication on February 18, the following goods will be subject to an additional customs surcharge of three times the customs duty:

Tariff No.	Description	Unit	New Duty	Old Duty
			(U.S. $)	
656-01-00-02	Other sacks of jute, henequen and similar crude fibres	Gross Kilo	0·30 + 40% *ad val.*	0·075 + 10% *ad val*

The increase is imposed under the provisions of Article 12 of the Costa Rican Industrial Protection and Development Law of September 3, 1959 (see *Board of Trade Journal* of December 11, 1959 – page 979) and will remain in force until 'adequate protection has been achieved through the modification of the present Customs Tariff.'

CHILE

Amendments to import list

THE FOLLOWING amendments should be made to Chile's List of Permitted Imports. The list was first published in the *Board of Trade Journal* of July 6, 1962, and amendments have appeared frequently in later issues.

Page	Section	Group	Item	Percentage of Tax Surcharge	Category of Deposit
4		6	Peat (Sphagnum and Carex), unprocessed, without additives	5	A
			Insert new item:		
9		28	Refined soya bean oil		E
28		55	Replace item:		
			Strips or ribbons of aluminium, brass or tin, rectangular cross-section, by		
			Strips of aluminium, brass or tin, rectangular cross-section of 0·15 to 0·99 mm. thickness and 2·3 to 11·5 mm. width	20	B
48		63	Under the heading: Tapes and sheathings for electrical use, of rubber, flexible plastic material and cotton fabrics impregnated with bituminous substances		E
52		66	Insert new item: Accessories for commercial aircraft		B
66		79	Insert new item:		
			Teaching and special training equipment for the blind		B

Amendment to customs tariff

BY DECREE No. 253 of the Chilean Ministry of Finance, promulgated in the *Official Gazette* of February 18, all customs duties on couché paper (Tariff Item No. 1718), which was first suspended from May 31 to December 30, 1963, have now been suspended until December 30, 1964, provided that:

(a) The paper is on bobbins.
(b) The paper weighs less than 75 grammes per square metre.
(c) The paper is white or has a slight tinge of colour such as cream, pink, pearl, light blue, etc.
(d) The paper contains no animal glue.
(e) The paper has a water mark consisting of parallel lines 4 centimetres apart (2 mm. tolerance each way).

The paper in question is only to be used for printing periodicals, magazines and books and the waste as raw material for making paper or cardboard.

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada'

All self-contained air conditioners, with or without heating medium, up to and including 20 h.p. rating (20 tons).

Notes:

(1) When this ruling becomes effective the reference to such equipment in Memorandum D51-9-2, dated December 19, 1963, will be superseded.
(2) Such equipment other than that designed for ductless installation through windows or walls, and when over 2 h.p. rating has previously been ruled of a class or kind made in Canada. The usual 30-day notice does not apply to equipment previously ruled made in Canada.

(Ruling effective April 6, 1964)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-9-3, dated March 5, 1964.

URUGUAY

Imports into Free Port Zones

H.M. EMBASSY at Montevideo report the issue of Circular No. 68/79 of September 19, 1963, which forbids imports into Uruguayan free port zones of merchandise that carry a 60 per cent or higher surcharge (tax), including pocket watches, wrist watches and similar articles.

PERU

Increase in customs duty

IT HAS BEEN reported in the Peruvian journal *El Peruano* of Febuary 8, 1964, that Supreme Resolution No. 15 has altered the duties chargeable on the undermentioned items as follows:

Item	Description	*Ad val.* duty	New Specific Duty (Soles)	Old Specific Duty (Soles) (including surcharges)
	Tyres:			
1081	For motor vehicles	16·667%	24·0	9·75 per gross kilo
1082	For lorries	16·667%	24·0	9·75
	Inner tubes:			
1089	For motor vehicles	16·667%	18·0	7·5 per legal kilo
1090	For lorries	16·667%	18·0	7·5

The revised duties include the surcharge established by Law 12995 and come into force 90 days after publication.

HONG KONG

Customs tariff amended

THE BOARD OF TRADE have received a copy of the Hong Kong *Government Gazette* Extraordinary, dated February 26, containing a copy of a resolution amending the duties on tobacco, which were published in the *Board of Trade Journal* of November 8, 1963, page 1060. The new rates of duty are as follows:

	$ per lb.
A. Unmanufactured tobacco:	
(1) unstripped tobacco containing:	
(a) 10 per cent or more of moisture by weight:	
(i) tobacco of Empire origin	5·70
(ii) other tobacco	6·00
(b) less than 10 per cent of moisture by weight:	
(i) tobacco of Empire origin	5·73
(ii) other tobacco	6·03
(2) stripped tobacco containing:	
(a) 10 per cent or more of moisture by weight:	
(i) tobacco of Empire origin	5·85
(ii) other tobacco	6·15
(b) less than 10 per cent of moisture by weight:	
(i) tobacco of Empire origin	6·00
(ii) other tobacco	6·30
B. Manufactured tobacco:	
(1) Cigars:	
(i) of Empire origin and manufacture	6·75
(ii) of Empire manufacture only	7·50
(iii) other cigars	9·25
(2) Cigarettes:	
(i) of Empire origin and manufacture	7·40
(ii) of Empire manufacture only	8·00
(iii) other cigarettes	8·90
(3) Other manufactured tobacco including snuff and cigar cuttings:	
(i) of Empire origin and manufacture	5·45
(ii) of Empire manufacture only	6·05
(iii) Chinese prepared tobacco	2·50
(iv) other varieties	6·95

IRAQ

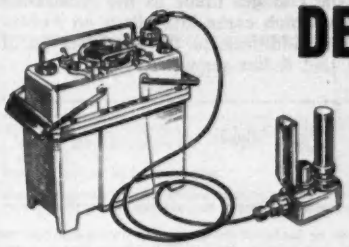
Preparations of certificates of origin

A NOTICE was published in the *Board of Trade Journal* on February 14, 1964, giving information about the preparation of certificates of origin for Iraq.

The date when the instructions come into force has now been put forward from February 1 and the Iraqi Authorities have instructed that all goods cleared from Iraq Customs after **April 30, 1964,** must have certificates of origin as laid down in Customs Instructions No. 2 of 1963.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1, Victoria Street, London, S.W.1. (Telephone Abbey 7877, Ext. 2357).

PORTABLE RADIATION DETECTORS



OFFERED AT A FRACTION OF THE ORIGINAL PRICE

• **BRAND NEW EQUIPMENT** •

For the measurement and detection of Gamma Radiation from all types of solids or Beta Radiation of liquids. Sensitivity 0 to 10.0 milli-roentgens. Supplied complete with haversack. Completely self-contained.

ENQUIRIES TO:–

HENRY'S RADIO LTD. PADdington 1008/9
303 Edgware Road, London, W.2. England

PHILIPPINES

Tariff changes

AS REPORTED in the *Board of Trade Journal* of February 21, page 435, certain amendments have been made to the Philippine tariff. The following correction has now been received. Additions to the text are in italics. Deletions are in square brackets.

Heading No.	Description of Article	New Rate of Duty	Old Rate of Duty
		Per cent.	Per cent.
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:		
	A. Crude:		
	(1) Palm, linseed and castor oil *ad val.*	15	15
	(2) *Soyabean oil* *ad val.*	40	20
	(3) Other *ad val.*	35	35
	(B) Refined or purified:		
	(1) Palm, linseed and castor oil *ad val.*	30	30
	(2) Other *ad val.*	70	70
23.04	Oil cake and other residues (except dregs) resulting from the extraction of vegetable oils:		
	(A) Soyabean meal *ad val.*	26	20
	[(B) Soyabean oil] *ad val.*	40	20
	(B) Other *ad val.*	20	20

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

INDIA

Budget 1964-65

THE INDIAN BUDGET has just been received and a full notice about the principal changes will be published in next weeks *Board of Trade Journal*. Meanwhile any enquiries should be addressed to Room 337, CRE, Victoria Street, London. Abbey 8777, Ext. 2277.

AUSTRALIA

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in the Australian Tariff by the Customs Proposals which came into effect on February 28, 1964. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured Nation	General	British Preferential	Most-Favoured Nation	General
197	(A) Knives with cutting blades of metal, serrated or not, of types used at the table or in kitchens, including butchers' knives:						
	[(2) Table, dessert, grill, steak or barbecue knives, having forged stainless steel blades incorporating 'Waterloo' type bolsters, the handle not being forged in one piece with the blade . . . . . *ad val.*	Free	7½%	7½%	27½%	37½%	37½%
	and, in addition, temporary duties of . . . . . *ad val.*	27½%	30%	30%	Under New Item 197 (A) (2))		
	provided that, in respect of such goods in direct transit to Australia on January 11, 1963, which are entered for home consumption on arrival, no temporary duties shall be payable						
	(3) Other] . . . . . *ad val.*	27½%	37½%	37½%		No charge	
					(Under New Item 197 (A) (2))		
	(2) *Other* . . . . . *ad val.*		No change		27½%	37½%	37½%
			(Under Former Item 197 (A) (3))				
	ad val.	Free	7½%	7½%			
			and a temporary duty of:				
	ad val.	27½%	30%	30%			
			(Under Former Item 197 (A) (2))				
419	Surgical and dental and veterinary instruments, appliances and materials (but not including furniture not specifically mentioned in this item) viz.:						
	(D) Instruments and appliances:						
	[(3) Hypodermic needles] . . . . . *ad val.*	25%	42½%	42½%	25%	42½%	50%
					(Under New Items 419 (D) (3), 419 (D) (4) (a) (1) and 419 (D) (4) (a) (2))		
	(3) *Needles, injection or puncture, including hypodermic needles* . . . *ad val.*	25%	42½%	42½%	25%	42½%	50%
			(Under Former Item 419 (D) (3))				
		27½%	45%	45%			
			(Under Item 419 (D) (1))				
	(4) *Syringes:*						
	(*a*) *Of types designed for use with injection or puncture needles, including hypodermic syringes:*						
	(1) *Composed wholly or principally of artificial plastic materials:*						
	On the needles (if any) . . . . . *ad val.*	25%	42%	42½%	25%	42½%	50%
			(Under Former Item 419 (D) (3))				
	ad val.	27½%	45%	45%			
			(Under Item 419 (D) (3))				
	On the remainder . . . . . *ad val.*	Free	7½%	7½%	25%	35%	50%
			(Under Former Item 419 (I) (2))				
	(2) *Other*						
	On the needles (if any) . . . . . *ad val.*	25%	42½%	42½%	25%	42½%	50%
			(Under Former Item 419 (D) (1))				
	ad val.	27½%	45%	45%			
			(Under Item 419 (D) (1))				
	On the remainder . . . . . *ad val.*	15%	32½%	32½%	Free	7½%	7½%
			Primage Duty				
	ad val.	Exempt	10%	10%			
			(Under Former Item 419 (I) (1))				
			No Change				
			(Under Former Item 419 (I) (2) and Item 419 (C) (2))				
	(*b*) *Other, not covered by Item 332 (A)* . . . . . *ad val.*		No change		Free	7½%	7½%
			(Under Former Item 419 (I) (2) and Item 419 (C) (2))				
	[(I) Syringes other than of glass or rubber, viz.:						
	(1) Hypodermic, composed of metal and glass being of capacities up to and including 20 cubic centimetres . . . . . *ad val.*	15%	32½%	32½%	Free	7½%	7½%
			Primage duty				
	ad val.	Exempt	10%	10%	(Under new Item 419 (D) (4) (a) (2))		
	(2) Other . . . . . *ad val.*	Free	7½%	7½%		No Change	
					(Under new Items 419 (D) (4) (a) (2) and 419 (D) (4) (b))		
	ad val.				25%	35%	50%
					(Under new Item 419 (D) (4) (a) (1))		

(*I*) *No sub-item.*

INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now. For details apply to:

England
I.E.M.C. for England
Team Valley
Gateshead-on-Tyne 11

Scotland
I.E.M.C. for Scotland
3 Woodside Place
Glasgow C.3

Wales
I.E.M.C. for Wales
Treforest Industrial Estate
Pontypridd, Glam.

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House,
64 Chichester Street
Belfast

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
SURGICAL AND DENTAL AND VETERINARY INSTRUMENTS AND APPLIANCES, viz.:		
Dental chisel elevators, electrically operated, designed for the mechanical operation of dental chisels and similar tools, otherwise classifiable under Tariff Item 419 (H)		
Electro-surgical units for coagulation otherwise classifiable under Tariff Item 419 (F), viz.:		
Diathermy punches consisting of:		
Sheath with lamp carrier telescope, inlet and outlet taps		
Detachable filiform guide		
Pilot		
Circular knife (Trephine)		
Mandrel for knife		
Connecting plug for lamp current		
Connecting plug for diathermy current		
Hypodermic needles 28 gauge and finer otherwise classifiable under Tariff Item 419 (D) (3)		
X-ray apparatus otherwise classifiable under Tariff Item 419 (E) (3), viz.:		
X-ray Bucky diaphragms		
X-ray grids		
Goods otherwise classifiable under Tariff Item 419 (D) (1), but not including the following goods and parts therefor unless otherwise specifically indicated:		
Defibrillators	419 (C) (2)	Free
Defibrillators and pacemakers, combined		
Diathermy apparatus, but not excepting:		
Heat resisting glass electrodes for use with short-wave electro-therapy apparatus		
Electro-cardiographs, single channel		
Electro-encephalographs		
Examining tables in respect of which the Minister is satisfied suitably equivalent goods of Australian manufacture are reasonably available		
Dental engines, foot powered		
Goods to which Item 419 (C) (3) applies		
Infusion sets, disposable		
Orthodontic instruments and appliances, viz.:		
Band strips with or without attachments, other than of austentic stainless steel		
Brackets, buccal tubes, lock pins, not flanged		
Pliers		
Pacemakers but not excepting implantable cardiac pacemakers		
Forceps, viz.:		
Bone cutting		
Tonsil holding		
Holders, needle, used in surgical suturing		
Instruments, bone plating		
Instruments specially designed for use in ear, nose and throat operations, viz.:		
Bonchoscopes, Chevalier-Jackson pattern		
Carriers, swab		
Chisels		
Curettes, adenoid, Beckman, St. Clair-Thomson or Barn-Hills pattern		
Curettes, Ballance, Collier, Macewen, Morris or Preysing pattern		
Dilators, Alae-Nasi, Francis pattern		
Dissectors, tonsil		
Elevators, nasal		
Gags, mouth, Davis-Boyle		
Gauges, depth		
Gougers	419 (C) (3)	7½% *ad val.*
Holders, speculum, Shea pattern		
Jacks, tonsil, Davis-Boyle, or Guy's pattern		
Laryngoscopes, Chevalier-Jackson pattern		
Mobilization instruments, Stapes, of Rosen, House or Shea patterns		
Points, bronchoscope cautery		
Racks, instrument, Shea pattern		
Retractors, Lempert's pattern		
Saws, nasal		
Scoops, Lempert's pattern		
Splints, nasal		
Tubes, bronchoscope suction		
Tubes, tracheotomy		
Knives, viz.: Chiropody, dental or surgical, but not including eye knives and scalpels with detached blades		
Needles (surgeons' stitching tools), viz.: Aneurism, pedical, tonsil		
Plates, bone, and screw therefor		

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
SURGICAL AND DENTAL AND VETERINARY INSTRUMENTS AND APPLIANCES, viz.:		
Trocars with or without canulae	419 (D) (3)	25% *ad val.*

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
KNIVES:		
With cutting blades of metal, serrated or not, of types used at the table or in kitchens, including butchers' knives	197 (A)	'Cooks' and butchers' knives: 5% *ad val.* Other knives: 27½% *ad val.*
NOTE: Item 197 (A) is restricted to knives with cutting blades of metal of the type used at the table or in kitchens. Words to be given full weight are 'cutting', while 'at the table' includes the normal dinner table and afternoon table and 'kitchens' means the domestic or industrial kitchen.		
MACHINERY AND APPLIANCES:		
Tools; inserted type, interchangeable:		
Drills, twist, carbon steel	176 (F) (2) (a) (1)	12½% *ad val.*
SURGICAL AND DENTAL AND VETERINARY INSTRUMENTS AND APPLIANCES:		
Swabs, cotton wool tipped:		
Non-sterile:		
When packed for retail sale	79	12½% *ad val.* Primage duty 5% *ad val.*
When not packed for retail sale	Unspecified	Free

FRANCE

Global quotas—hot-house and glass-house plants

THE FRENCH *Journal Officiel* of March 3 announced the opening of the 1964-65 quota at a reduced rate of duty for the import of 11,000 quintals of hot-house or glass-house plants, neither in flower nor in bud (Tariff No. 06.02 C II b 1 x).

Applications for import licences, in accordance with the conditions set out in notices dated July 10, 1961, and April 12, 1962, published in the *Journal Officiel* of July 12, 1961, and April 18, 1962, should reach the Ministère de l'Agriculture (direction des produits, bureau du controle des importations), 3 rue Barbet-de-Jouy, Paris, 7e, before April 14.

Dormant bulbs, tubers, tuberous roots, corms, crowns and rhizomes

THE SAME *Journal Officiel* announced that, in anticipation of the opening of the 1964-1965 quota at a reduced rate of duty for the import of 35,000 quintals of dormant bulbs, tubers, tuberous roots, corms, crowns and rhizomes (Tariff No. 06.01 AI), applications for import licences may be submitted, in accordance with the conditions set out in notices dated July 10, 1961, and April 12, 1962, published in the *Journal Officiel* of July 12, 1961, and April 18, 1962. They should reach the Ministère de l'Agriculture (direction

des produits, bureau du controle des importations), 3 rue Barbet-de-Jouy, Paris, 7e, before April 2, 1964.

The full French text of the above notices may be seen at the Export Services Branch, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

EUROPEAN ECONOMIC COMMUNITY

Translations of EEC and EURATOM regulations

THE FOLLOWING further translations of EEC and EURATOM Regulations are now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to H.M. Stationery Office, P.O. Box 569, Cornwall House, London, S.W.1:

Regulation No. 85/63 On determining sluice-gate prices and supplementary amounts of levies and laying down transitional provisions for cuts, preparations and preserves of pigmeat. Price 1s.

Regulation No. 86/63 Fixing the amount of the levies in relation to third countries on products other than whole slaughtered pigs dealt with in Article 1(1) (b) of the Council's Regulation No. 20. Price 8d.

Regulation No. 88/63 Fixing the amount of the levies in relation to third countries on pigmeat preparations and preserves listed in Article 1(1)(c) of the Council's Regulation No. 20. Price 8d.

Regulation No. 90/63 Regarding exports by the Grand Duchy of Luxembourg of live pigs, whole slaughtered pigs and cuts of pigmeat. Price 5d.

Regulation No. 103/63 To reduce the amount of the levies in relation to third countries on pigs and certain cuts of pigmeat for imports during October 1963. Price 5d.

Regulation No. 104/63 Determining the quantity of feed-grain required to produce 1 kg of poultry eggs in shell for human consumption and 1 kg of farmyard poultry eggs for hatching. Price 5d.

Regulation No. 105/63 Continuing the Council's Regulations Nos. 45, 46 and 116. Price 5d.

Regulation No. 110/63 Laying down an additional amount of levy on shelled poultry eggs and yolks. Price 5d.

Regulation No. 111/63 To amend the Commission's Regulation No. 87 in respect of deposits by way of guarantee. Price 8d.

Regulation No. 112/63 Laying down the additional amount of the levy on imports from third countries of slaughtered hens and chickens. Price 5d.

Regulation No. 118/63 To amend the provisions of Regulation No. 17. Price 5d.

The European Atomic Energy Community (EURATOM)

Regulation No. 4/63/EURATOM To determine which persons shall be entitled to the allowances payable to certain officials covered by Article 92 of the Service Regulations to compensate for working conditions of a particularly arduous nature, the terms governing such allowances and the rates of payment. Price 8d.

RESALE WEEKLY

The weekly Trade Journal

with a TRULY WORLD-WIDE CIRCULATION and LOW COST ADVERTISING with sections devoted to ALL INDUSTRIES and BUSINESSES.

Subscription rate £2.10.0 per year U.K. and world surface mail or £7.10.0 per year air mail.

Specimen copy free on application to

CROFT PUBLISHING CO. LTD.,

Morley House, 320 Regent Street, London, W.1. Langham 0669

ITALY

Liberalization of store cattle

THE ITALIAN Ministry of Foreign Trade have recently authorized the Italian Customs to permit imports from all sources of young store cattle for fattening, during the whole period of validity of the decree liberalizating imports of cattle for slaughter and meat (see *Board of Trade Journal* of August 30, 1963 (page 483).

Import quota for cotton seed

AN ITALIAN Ministerial Decree dated February 3, announces the opening for 1964 of a duty-free quota from all countries of cotton-seed for sowing (1201 G IV a) of 600 tons. This is at the same level as in 1963 (see *Board of Trade Journal* of March 29, 1963, page 736).

Import quotas for tetra-ethyl lead and compounds

THE ITALIAN Ministry of Foreign Trade in a Circular of February 7, 1964 announced the opening of a quota for imports from Britain and the United States of 2,000 quintals (200 tons) of tetra-ethyl lead and compounds based on tetra-ethyl lead. This is an increase of 30 tons over the quota for 1963.

Import quotas for cork

The Italian Ministry of Foreign Trade in two Circulars dated January 11, 1964 has announced the opening for the period January 1 – December 31, 1964, of a quota of 50,000 quintals of unworked cork (of a thickness of less than 30 mm.) which is an increase of 25,000 tons over 1963, and of 30,000 quintals of cork for pulverising.

SPAIN

Opening of global quotas

THE LIST of Spanish global quotas for 1964 was published in the *Board of Trade Journal* of February 21, pages 430 and 431.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		Pesetas	
14	Special fertilizers	18,000,000	March 28
16	Perfumery, toilet and cosmetic preparations	6,600,000	March 28
20	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	12,000,000	March 28
45	Copper manufactures	3,750,000	April 2
46	Aluminium manufactures	3,750,000	April 2
54	Electric batteries	3,000,000	April 2
55	Radio and television receivers	8,500,000	April 2
56	Radio transmitters and transmitter-receivers	25,000,000	April 2
58	Non-liberalized carbon and graphite parts used for electrical purposes	16,500,000	April 2
61	Buses and parts for their manufacture	33,000,000	April 2

IRISH REPUBLIC

Import quotas

THE GOVERNMENT of the Irish Republic have announced the following quotas under the Control of Imports Acts, 1934 to 1963, for the period April 1, 1964 to March 31, 1965:

Quota No.	Goods	Quota
28	Certain brushes, brooms and mops	60,500 articles
36	Certain laminated springs and certain component parts of laminated springs	A quantity equal in value to £2,420.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

"DRON-WAL" REGISTERED TRADE MARK

AGRICULTURAL SPRAYERS ARE IN WORLD-WIDE USE

**Send for catalogue illustrating our many types of Sprayers, Syringes, Powder Blowers, Hose Fittings, Cattle and Veterinary Syringes, Knapsack and Pneumatic Sprayers, etc.

Many types and sizes of DRON-WAL Garden Syringes.

No. 5 P/T. All Brass Pneumatic hand sprayer with instant trigger control suitable for all Horticultural and Agricultural spraying.

1596 Lawn Sprinkler. Stove enamelled sheet metal base with chromium-plated head and arms. A popular line, many other types of sprinklers available.

THE PHILIP B. WALDRON CO., TYSELEY, BIRMINGHAM, ENGLAND

SCREWING MACHINES

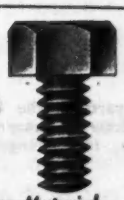
For BOLTS and PIPES

Portable, for Hand and Power.
As used by Railways, Docks, Public Works and Engineers.

JAMES N. DURIE & CO. LTD.

Dockfields, Shipley, Yorks.

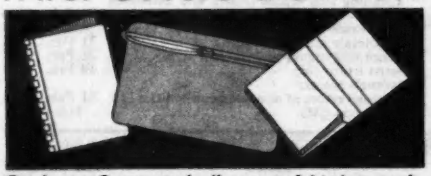
BOLTS & NUTS
SCREWS
RIVETS • BURRS
STUDDING
WASHERS



All Sizes and Types in Any Material

ABIS & CO. (BIRMINGHAM) LTD.
DENNIS ROAD, SPARKBROOK, BIRMINGHAM 12
Telephone: SOUTH 3781 (6 lines)

P.V.C. Covers & Binders



Catalogue Covers and all types of binder mechanisms. Salesmans Albums, Conference Wallets, Document Cases. Standard patterns or to your specifications.

GILCHRIST & FISHER LIMITED
EXETER, DEVON. Tel: EXETER 59229 (3 lines)

TRAMPOLINES, GYM MATS & GYMNASTIC EQUIPMENT

exported all over the world by

NISSEN TRAMPOLINE CO. LTD.
Southend Arterial Road, Romford, Essex, England.

Telephone No.: Ingrebourne 40435, 40625.
Cable Address: Nisstramp, London.

Write for information.

FOR LONG COMPONENTS
THROUGH BOLTS, SPRING CENTRE BOLTS, U BOLTS, & GENERAL REPETITION WORK, CONSULT
The COSSENTINE BOLT & ENGINEERING CO., LTD.
The Platt, Putney, S.W.15.
Phone: PUTney 7121. Grams: COSSENTINE PUT. LONDON.

USE PLASTICS AND ECONOMISE!

PVC COVERS, tough, fire-resistant, with 1000 industrial uses.

POLYTHENE, the most attractive and practical method of packaging. We design and print any shape or quantity.

Price right, delivery right.

HJB PLASTICS LTD.
PACKAGING HOUSE, NORTON STREET, LEICESTER
Tel. 26031-2-3 TELEX 34560

AXMINSTER CARPETS AND RUGS

All wool pile Axminster Carpets and Rugs up to 12 feet wide

AGENTS REQUIRED IN ALL COUNTRIES

The Blackpool Carpet Manufacturing Co., Ltd.
Mowbray Drive, Blackpool

Jacksons OF BOURNE END

Speciality millboards and fibreboards for industrial uses:

BOOK BINDINGS RADIO BACKS PIPE JOINTING
INDUSTRIAL BOXES PRESS BOARDS CAR PANELS
TRAVEL GOODS SPECIALITY PACKAGING
PALLETIZATION SHOE COMPONENTS
AND MANY OTHER USES.

JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.

PVC Wallets & Containers

Salesman's Albums, Document Cases, Cheque Book and Travel Cheque Holders, Note Cases, Loose Leaf Binders, Pocket Wallets, Conference Wallets, Swatch Covers, Advertising Gifts, etc.

ACADEMY PLASTICS LTD.,
23-29 SOUNDWOOD ROAD, LONDON, N.W.16.
WILLESDEN 3377

MISCELLANEOUS ADVERTISEMENTS

5/- per line, minimum 25/- payable in advance

Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

TOTAL DISTRIBUTION COST STUDIES. Teams of consultants can cut the length and reduce the complexity of your distribution pipeline by applying a dynamic method to a comparative study of possible alternatives. They can analyse all fixed and variable factor costs governing your marketing expenditure and assess their relative weight. Full information: Economic Liaison Services Ltd., 12 Kendrick Mews, Kendrick Place, S.W.7. Tel.: KNI 7512.

SECOND-HAND PLANT AND MACHINERY EXPORTERS. Excavators, Tractors, Cranes, Compressors, Quarry Plant, Electric Motors, Contractors and Engineers' plant of all descriptions. Walker & Partners Ltd., 23, Claremont Crescent, Sheffield 10. Phone 62428-9.

LAND ROVER WINDSCREEN GLASSES Series 80" and 86" packed in pairs ready for export. £1 15s. 0d. a pair, quantity reductions. 54 Macdonald Road, London, N.19. ARChway 5772.

TRANSLATIONS, TRANSLATIONS! Technical Translations, Technical Translations. TRANSLAGENCY (All Languages) LTD., 4, Norland Square, W.11. PARk 3333. Telex 261376.

FOR SALE: Surplus Hollerith Equipment. 3 – I.C.T. 80 column card reproducers. Reasonable condition. Approximate age 13 years. Inspection by appointment. Write Box BJ.596, c/o Hanway House, Clark's Place, London, E.C.2.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 31 Villiers Street, Strand, W.C.2. Tel.: Trafalgar 5213.

PRINTING. Dutch company with letterpress (monotype setting), offset, own bindery and design studio; fully equipped for the printing of almost all printed matter, is interested in export to G.B. Very good service and competitive prices. For further information write to Box No. S.5781, Room D.84, *Board of Trade Journal*, Atlantic House, Holborn Viaduct, London, E.C.1.

EXPORT AGENTS seek additional lines for Nigeria. Box S5870, *Board of Trade Journal*, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

TEXTILES – for buying or selling in any category, you need Worrall's Standard Textile Publications. Send for prospectus to John Worrall Ltd., Central Works, Oldham, Lancs.

IMPORT STAFF AVAILABLE. Four energetic and capable young men seek posts where experience and initiative will be appreciated. Write Box S5871, *Board of Trade Journal*, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

WE DO NOT TRANSLATE just everything, but specialize in a wide range of industrial and technical translations. Enquiries: European Translations, London, N.6. MOUntview 5944.

IRISH MANUFACTURERS AND DISTRIBUTORS with premises in Dublin, having over 30 years connection with both retail and wholesale trades throughout Eire, wish to offer their services to any firm interested in entering this market. Box No. S5869, *Board of Trade Journal*, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

GERMAN LABORATORY GLASS FURNISHERS seek contact with British firm with view to acting as sole representative in West Germany. Warehouse facilities available. Best German and English references. Correspondence conducted in English. Box M9927, *Board of Trade Journal*, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

MONARCH TRANSLATION BUREAU provides the most up to date service in scientific, technical, commercial translations in All Languages. Special departments for Asian, African, East European languages. Contact us and get service. Monarch Translation Bureau, 7 Heath View Close, East End Road, N.2. Tel. TUDor 3804.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	10 Jan. 1964
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	6 Mar. 1964
– final (Q)	24 Jan. 1964
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	17 Jan. 1964
Cars and commercial vehicles (M)	28 Feb. 1964
Catering trades turnover (M)	This week
Chemical industries production (6-M)	1 Nov. 1963
Companies:	
Income and finance (Q)	31 Jan. 1964
New companies registered (M)	6 Mar. 1964
Property companies	20 Dec. 1963
Engineering and electrical goods:	
Production, exports and orders (M)	28 Feb. 1964
Deliveries of certain products (Q)	20 Dec. 1963
Film industry:	
British film fund agency returns (M)	28 Feb. 1964
Cinema admissions and takings (M)	14 Feb. 1964
Registrations of films (A)	28 Feb. 1964
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	28 June 1963
Sterling area trade summary (Q)	14 Feb. 1964
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	14 Feb. 1964
Foreign trade of the U.K.:	
Trade by air (6-M)	15 Nov. 1963
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	28 Feb. 1964
Gold and dollar reserves (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	6 Mar. 1964
Business (M)	6 Mar. 1964
Industrial building:	
Provisional figures (Q)	31 Jan. 1964
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	28 Feb. 1964
N. Ireland index (M)	28 Feb. 1964
Insurance companies:	
Assets (A)	19 July 1963
Transactions (Q)	20 Dec. 1963
Investments and earnings overseas (A)	15 Nov. 1963
Passenger movement to and from U.K. (Q)	24 Jan. 1964
Pensions funds:	
Assets (A)	26 July 1963
Transactions (Q)	13 Dec. 1963
Retail prices index (M)	21 Feb. 1964
Retail trade:	
Index nos. (M)	6 Mar. 1964
N. Ireland index (M)	7 Feb. 1964
Shipping movement at U.K. ports (Q)	13 Dec. 1963
Stocks:	
Manufacturers and distributors (Q)	6 Mar. 1964
Retail (M)	21 Feb. 1964
Textiles:	
Clothing and textile orders and deliveries (M)	21 Feb. 1964
Man-made fibres production (M)	6 Mar. 1964
Wholesale houses sales (M)	21 Feb. 1964
Wool and cotton output (M)	21 Feb. 1964
Tourist traffic (M)	14 Feb. 1964
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	This week

Board of Trade Departments, etc. *Subject*	*Last published*
British Commercial Representatives Overseas	31 Jan. 1964
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	21 Feb. 1964
ECGD Local Offices	31 Jan. 1964
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	6 Dec. 1963
United States Consular Offices in the UK	21 July 1963

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1. (*Address for telegrams and cables:* Boneblack, London.) Printed in England by Merritt & Hatcher Ltd., London (K109) S.O. Code No. 72-3495

"A FINE OFFER. **We can develop there. Can either quickly convert a factory or use a cleared site and build. Our labour survey shows plenty of experienced, highly skilled, in fact, very good quality people.**

We can ship the stuff straight out of Fife from Kirkcaldy direct to Europe, and for the home trade there's the main line rail services and first class outlets by road which will be even better when the new Forth Road Bridge opens in mid - 1964.

The Burgh Council people at Kirkcaldy are as keen as mustard, and have smoothed a lot of snags. So we hope to open up production in a few months. I can't see that we would have done better elsewhere.

No, not a great expense. It's a development area and so we get the 25% building grant, the plant and machinery grant and the ten year working capital loan. I must thank you for putting us on to Kirkcaldy".

KIRKCALDY CO-OPERATES WITH NEW INDUSTRY

For brochure and details, write or call on Mr. C. D. Chapman, Town Clerk, Town House, Kirkcaldy. Telephone 4141.

-it's Mr. Down-Under

Britain's best customer

The 13 million people who live in Australia and New Zealand buy more British goods per head than any other oveasea buyer. This richly rewarding and growing market deserves to be studied even more thoroughly by British business. Their wide network of offices throughout Australia and New Zealand enables the Bank of New South Wales to assist you to learn more about and keep in touch with this important market. A call to the Bank's Commercial Relations Officer at LONdon Wall 4020 puts them at your service.

Get to know Mr. Down-Under better—through the

BANK OF NEW SOUTH WALES

In 1817—in the early life of the Colony of New South Wales, which embraced all settlements in New Zealand and Australia—the first bank of the Colony was founded. The Bank of New South Wales—as it was naturally named—has maintained its leading role ever since, and is the largest trading bank with representation at over 1,150 locations throughout Australia and New Zealand.

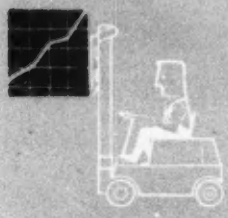
Bank of New South Wales Main London Office: 29 Threadneedle St. EC2

THE FIRST BANK 'DOWN-UNDER'
ALL OVER AUSTRALIA AND NEW ZEALAND

Coventry Climax

FORK LIFT TRUCKS

Tools of Progress



COVENTRY CLIMAX ENGINES LIMITED (DEPT. B.T.J.) COVENTRY